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THE NATIONAL

NOVEMBER 19, 1960

Revisioner

LEADING PUBLICATION IN THE MEAT PACKING AND ALLIED INDUSTRIES SINCE 1891

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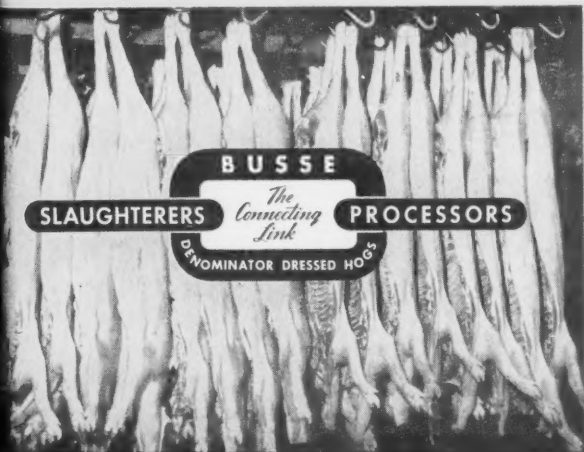
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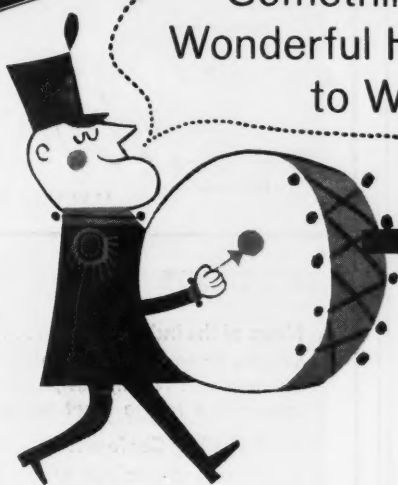
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THE NATIONAL PROVISIONER, NOVEMBER 19, 1960



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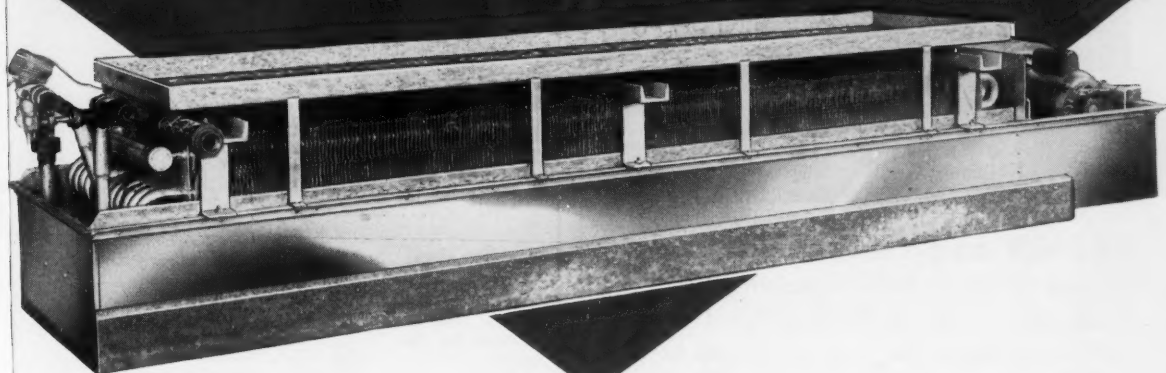
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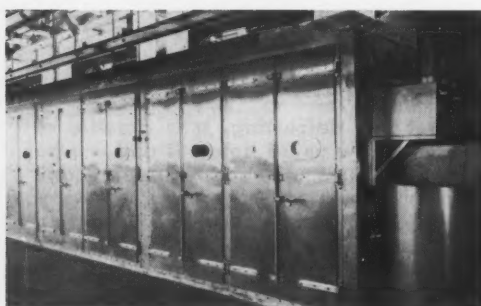
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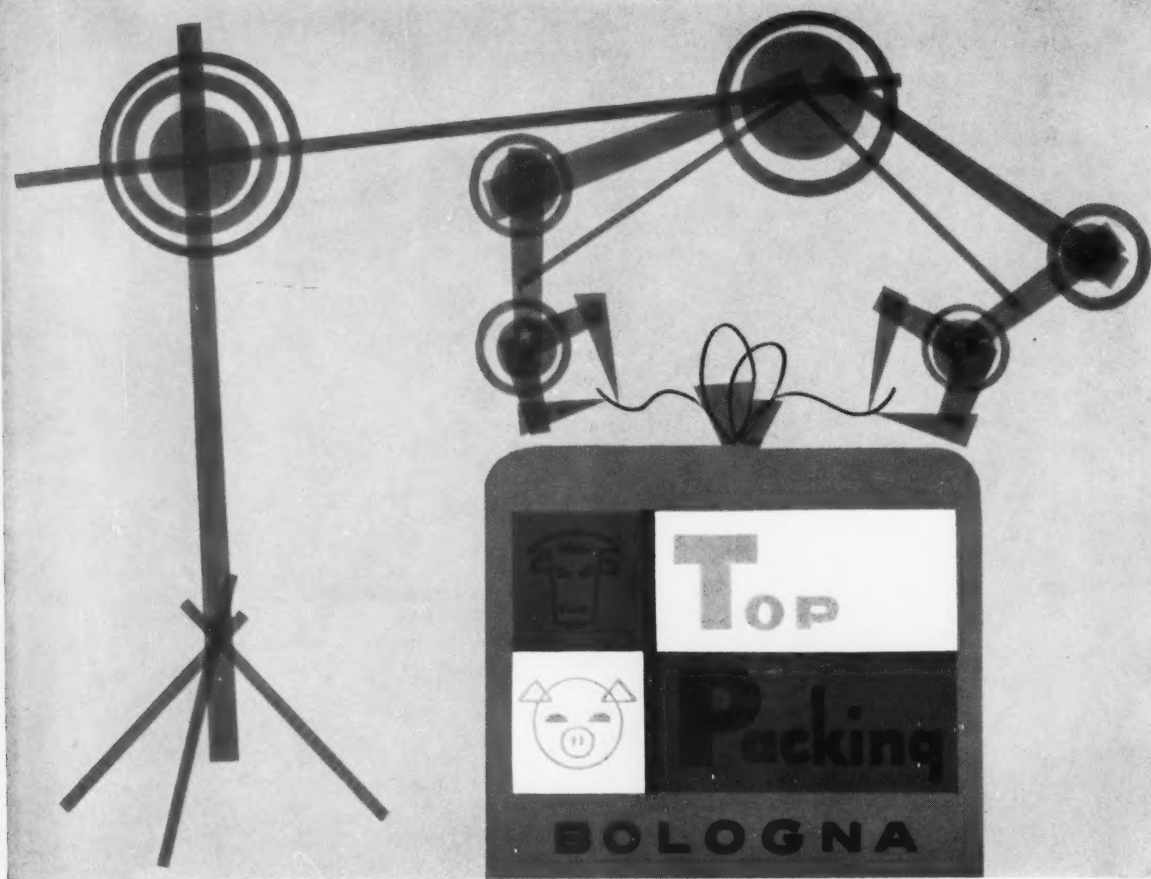


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November 19, 1960

VOLUME 143 NO. 21

News and Views

Yardstick is Second

After listening carefully to all of the proposals, arguments and counter-arguments which took place at the industry-wide beef grading conference at Kansas City this week (see page 16 for the *timely* report by the PROVISIONER) we have about come to the conclusion that too much time and energy are being expended on the "yardstick" and too little attention is being given to the commodity we are trying to measure.

Without denying that grading has value, and that it will be employed in some form until the day when we can turn out beef by a molding process, we submit that it deserves far less concern than does the exact definition of what we are trying to produce and how we are going to do it.

At the present time the beef industry's situation reminds us a little of a man who has a measure marked off in traditional units, but who doesn't know quite what he wants to find out or whether his instrument is suitable for the job.

We believe, therefore, that it would be much more appropriate for a committee, such as the one planned at the beef industry conference, to focus its attention on the underlying problems of what we want in beef and how we can get it, than to fret, argue, compromise and pontificate about the present system of government grading.

Such a committee, moreover, should be made up of scientists, economists and other technicians, as well as representatives of the groups interested in beef production, processing, distribution and consumption, for it will have to dig deep into breeding, feeding, husbandry, marketing, consumer preference and many other shadowy areas in order to come up with practical answers to the big questions.

When producers, processors, retailers and consumers can reach approximate agreement on what they want, there will be plenty of opportunity to decide how we are going to measure relative success in reaching the desirable standards.

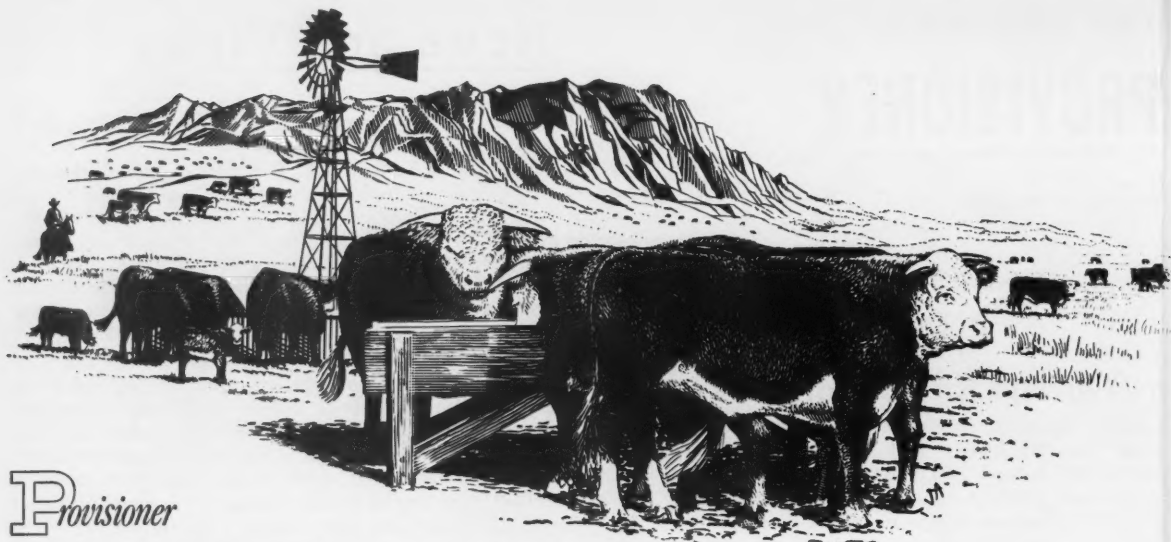
A Decline of nearly 24 per cent in net earnings in the 1960 fiscal year, despite higher dollar sales and tonnage, has been reported by The Rath Packing Co., Waterloo, Ia., the first major packer to disclose results for the year. Earnings in the 52-week fiscal year ended October 1, 1960, amounted to \$1,414,404, equal to \$1.43 a share, and sales totaled \$296,728,377, compared with earnings of \$1,750,255, or \$1.77 a share, and sales of \$273,850,283 in the 49-week 1959 fiscal year. (The shorter 1959 period was due to a change in the closing date of the company's fiscal year.)

Earnings were subject to "severe pressure" during the final half of fiscal 1960 because of a greater than normal reduction in the supply of available hogs and erratic timing in marketing of the animals, the Rath annual report explained. "Hog prices increased during the year as much as 50 per cent from the low point of December, 1959, to the high point early in August, 1960," the report noted. "Although hog and product prices usually are at a seasonal high in August, this year they both dropped sharply in that month. This situation made it all the more difficult to realize sales prices which would cover livestock prices and processing costs." The company's modernization and expansion programs moved forward at an accelerated pace during the year, and "much was accomplished toward strengthening the foundations for future growth," the report said.

A 50 per cent reduction in the company's quarterly dividend was announced by Howard H. Rath, chairman of the board of directors. The board declared a $12\frac{1}{2}\epsilon$ dividend per common share, payable December 10 to stock of record November 21. The company has been paying 25¢ per share quarterly for the past two years. Rath said the reduction was made "in view of uncertain conditions in the industry and the need for capital funds to be used in the company's expansion and modernization program."

New President of the National Renderers Association is Myer O. Sigal of G. Bernd Co., Macon, Ga. Formerly first vice president of the group, Sigal succeeds Robert Fleming of National By-Products, Inc., Des Moines, in the top post. Other officers elected late last week at the NRA's 27th annual meeting in Dallas are: first vice president, John Haugh, Tucson Tallow Co., Tucson, Ariz.; second vice president, W. R. Malloy, Lynchburg Rendering Co., Lynchburg, Va.; executive director, John J. Hamel, jr., Chicago, and secretary-treasurer, Miss Elizabeth Stecher, Chicago. The association voted to increase its research budget to \$195,000 for 1960-61, from \$140,000 for the past year. The NP's on-the-spot coverage of the convention will appear in next week's issue.

"A Good Old-Fashioned Sales Revival" is in store for members and guests attending the southern division regional meeting of the National Independent Meat Packers Association, John A. Killick, NIMPA executive secretary, announced. The three-hour production will feature Dr. G. Herbert True, vice president of Visual Research, Inc., South Bend, Ind., and Fred Klemp of The Fred Klemp Organization, producer of sales meetings. The southern division meeting is set for Friday and Saturday, December 2-3, at the Americana Hotel, Bal Harbour (Miami Beach), Fla. Four U.S. Department of Agriculture officials will be among experts presiding over informal seminars at the meeting. They are: grading, David L. Pettus, director, Livestock Division, Agricultural Marketing Service, and Rufus A. Iager, main station supervisor, Atlanta, Ga.; meat inspection, Dr. C. H. Pals, director, Meat Inspection Division, Agricultural Research Service, and Packers and Stockyards Act, Lee Sinclair, acting deputy director, Packers and Stockyards Division, AMS.



Provisioner

On-the-Spot Coverage

Sentiment at Industry-Wide Conference Indicates Some Desire for Beef Grade Changes—Direction Unknown

WITH the exception of a rather general rejection of the idea of dual grading (as it was explained and demonstrated by representatives of the U. S. Department of Agriculture) the industry-wide beef grading conference held by the beef grading study committee of the American National Cattlemen's Association in Kansas City this week produced a number of divergent viewpoints which may be difficult to reconcile. Dean Brown, chairman of the ANCA study committee, was in charge of the meeting.

Spokesmen for the three major packer groups—American Meat Institute, National Independent Meat Packers Association and Western States Meat Packers Association—while reiterating the known policies of their respective associations on the retention or abolition of the federal grading program, appeared to be united in their opposition to any modification of the system by addition of dual grading.

At the close of the two-day meeting, which was attended by about 250 cattle producers and feeders, packers, government officials, retailers, educators and representatives of consumers, restaurants and meat purveyors, it was decided that a committee representing all segments of beef production, processing, distribution and consumption will be formed to study and make recommendations on the modification and reform of beef grading to the Secretary of Agriculture. The committee will be composed of representatives of the groups participating in the conference, as well as the three major farm organizations and several members at large, and will be set up by the ANCA.

In one of the few "neutral" talks at the conference, in which he abstained from commenting on any of the proposals for changing federal grading, Dr. Herrell DeGraff, Babcock professor of food economics at Cornell University, emphasized that grading has been valuable to cattle producers, feeders, some packers and mass retailers in building the beef business to its present level; that it could be abandoned today without significantly impairing the meat team's ability to mer-

chandise the specification beef being marketed, but that modernized grading could be of great help in producing the better beef which consumers (and the competition of other foods) will demand tomorrow.

CONSUMERS: Almost every one of the program and "off-the-cuff" speakers at the meeting claimed that it was his group's deepest desire to give "Mrs. Consumer what she wants," but in some cases this appeared to be a secondary or tertiary rather than a primary objective.

Harold Breimyer, staff economist of the President's Council of Economic Advisers, led off the conference with a discussion of the economic principles that underlie the broad question of grading beef. "Grading" was defined by Breimyer as "simply a means of setting up meaningful lines of distinction within a broad commodity, such as beef, which varies over a wide range."

Noting that grading is a mark of a civilized, affluent and sophisticated society; that it applies only to products of nature in essentially their natural state, and that grade standards are a grab-bag of all those characteristics which affect value but are not readily measured and reported separately, Breimyer agreed that grading is indeed a subjective process and vulnerable to human error, but that until a mechanical device can be invented we will have to rely on human beings.

"Grading," declared Breimyer, "is a function of marketing. . . . The transactions that concern us most are those in the successive stages in marketing and distribution. That is, we are less concerned with grades for a farmer's sale of a cow to another farmer than we are with sale of feeder stock from producer to feeder, or of fat stock to packer, and so on. Here a difficulty arises: we need a grading system that has continuity all the way from the feeder calf to the beef in the retail showcase, yet the criteria that determine value are not the same at all successive stages."

PURPOSES: Breimyer asserted that two purposes are fulfilled in grading: 1) It adds to total value and is profitable because a motley mixture of kinds and qualities will fetch less money if sold as a jumble than

if it is sorted into classes, each of which has some degree of uniformity, and 2) It serves the end of equity for the individual producer and consumer and it acts as the signal system up and down the production-distribution line, making the livestock-meat industry economic system work better.

In relating some of the history of grading, Breimyer said that conflicts arose early, such as between producers and feeders, but that while range-Corn Belt cleavage has not ended it has diminished, because the range country no longer produces much grass beef for immediate slaughter. Conflict has moved forward to producer-packer-retailer relations.

After pointing out that mass retailing has sponsored the use of federal grading as an economy measure, as an aid in specification buying and as a means of quality labeling pre-cut fresh meat, Breimyer commented that the system is more friendly and helpful to smallness or medium size than to bigness, particularly among sellers of beef.

"It is possible," said Breimyer, "to exaggerate the place federal grading has had in shifting power balances; some packers and other groups have, in my judgment, mistakenly held grading accountable for changes that have arisen primarily from the changing size of organizations in the retail business."

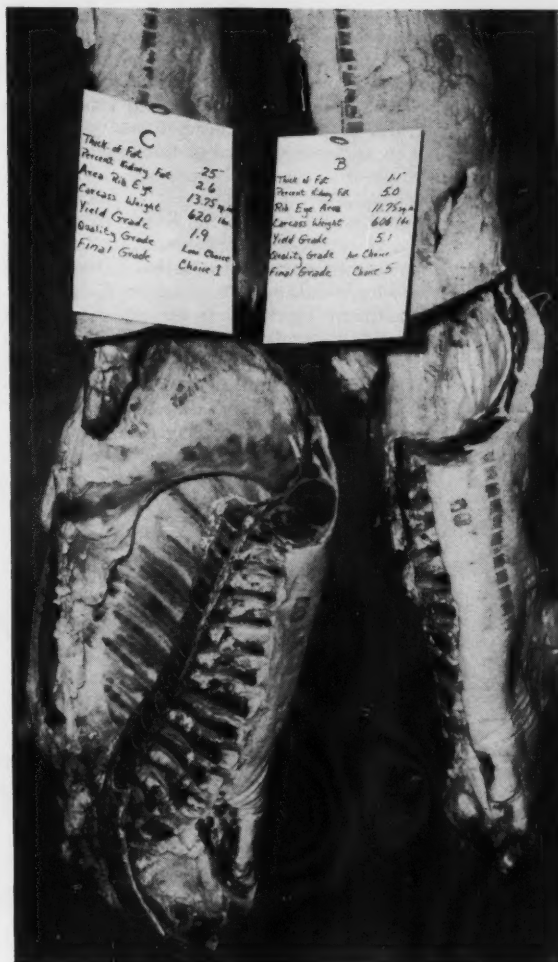
PRIVATE VS. FEDERAL: In conclusion Breimyer commented:

"Whether packer or retailer brands are in the greater interest of the entire beef cattle and beef industry depends in part on whether, as often asserted, such private brands through their greater flexibility can adjust to and tap the crazy-quilt of consumer demand more advantageously than can the nationally-uniform federal grade standards. A good case can be made for them. But in order to be both impartial and honest let me also express the other side of the matter. Any system of grades, to be effective, must accurately reflect distinctions that consumers truly make. There dare be no fictions. If packer or retailer brands were ever to deteriorate into promotional gimmicks there would be cause to reissue Mr. Plummer's call for truth-in-meats.

"Grades must be soundly based, whether they be government or private. Further, a multiplicity of private brands makes more difficult the translation of market preferences up and down the line from cattle producer to meat retailer. Those who originate private brands naturally insist that their brands differ somewhat from federal grades. They doubtless do differ, and I suggest no objection. But I do insist that the entire marketing sequence is more efficient if they do not differ too far. That is, private retail grades can be translated more readily into federal carcass grades at the packer level if they do not depart too widely from federal standards. It is easier for the Mexican's tongue to be interpreted by his near relative, the Spaniard, than by a Swede.

"The mistaken notion I now fire at is that, as sometimes said, use of private brands at retail makes federal grades for carcass beef and live cattle less necessary. Market preferences as derived at retail will naturally be expressed back through the marketing sequence, is a frequent explanation. This is not true. It is very difficult for any market distinctions to be transmitted backward to suppliers unless there is a vehicle for doing so. The best vehicle we have at the moment is the system of federal grade standards."

SOME DISAGREEMENT INEVITABLE: In his analysis of present grade standards, Prof. L. E. Kunkle of Ohio State University said that the meeting constituted evidence that the beef industry is looking for



APPLICATION of dual grading was explained on dressed sides displayed in the cooler at the Armour and Company Kansas City plant. Carcass C (left) had fat thickness over rib eye of .25 in., a kidney fat percentage of 2.6, a rib eye area of 13.75 sq. in., carcass weight of 620 lbs., a yield grade of 1.9 per cent, a quality grade of low Choice and a final (dual) grade of Choice 1. Carcass B (right) had a fat thickness of 1.1 in., kidney fat amounting to 5 per cent, a rib eye area of 11.75 sq. in., carcass weight of 606 lbs., a yield grade of 5.1, a quality grade of average Choice and was given a final grade of Choice 5.

answers that will replace standards for beef which haven't been completely satisfactory.

"Admission of controversy," said Professor Kunkle, "comes from Dean E. H. Kiehl of Missouri when he tells about the compliments often paid to Mrs. Consumer when she is credited as the 'chief architect' of the beef that she prefers to buy. Then in another breath some say that the consumer doesn't know what she wants. This controversy stems from the basic fact that usually the higher beef grades carry more fat than do the lower grade carcasses. Our associates from Cornell to Texas have evidence to support the meat handlers who object to the costly fat trim of the over-fat carcasses; they also admit the desirability of quality which frequently is combined with excess finish."

Declaring that it is often easy to demonstrate the limitations of single grade factors for predicting desira-

ble eating qualities, Professor Kunkle asserted that "it is another job to propose new objective methods for the valid selection of beef with superior tenderness, juiciness and flavor. Research emphasizes that multiple factors are expressing their influence on the final eating characteristics and cutability of graded beef. It isn't a simple project to discover an objective carcass beef measurement that will accurately predict the palatability of the product.

"Marbling is a characteristic which has been shrouded in mystery and receives much attention. Some reports imply that marbling provides a verbal battleground for the men who have authority to grade and the owner or beef department head. Some experiences minimize the contribution to tenderness, but several workers have learned that it contributes to juiciness of broiled loin steaks. Wellington thinks that the physical presence of fat provides lubrication for the muscle as it is chewed. He also thinks that it stimulates the secretion of saliva during mastication.

"An extensive research project was contracted to the American Meat Institute Foundation by the USDA to

is not close, particularly in the lower grades. Pierce is credited with the observation that the project leader of this cooperative study found that the meat grader's estimate of palatability was almost as accurate as that which was based upon a laboratory analysis of the characteristics of the beef. It appears once again that the graders are doing as valid a job as can be done with present day knowledge."

CONSUMERS' VIEWS: "It seems to me the consumer will welcome any improvement in the grading system whereby quality is better evaluated and the amount of fat indicated," the group was told by Dr. Gladys E. Vail, head of foods and nutrition, School of Home Economics, Purdue University.

"I would raise the question," said Dr. Vail, "as to how much better the quality will be evaluated by the proposed dual grading system; that is, quality as it is measured by the tenderness, juiciness and flavor of the cooked meat.

"I do not believe the consumer wants the level of the different grades lowered. Were this to be done it would seem that it could only result in a greater heterogeneity within a grade—and could well result in an increase in cost of the meat which had once been at the top of the next lower grade. I would hope that any new or modified grading system would be such that the consumer as well as the industry would benefit, and that it would mean for the consumer a more dependable quality of meat—with the quantity of fat known—at a fair price. We like many of the characteristics of the beef we have been getting—the cherry red color, the firm flesh, a certain amount of marbling and the histological structure which gives us a tender, juicy, flavorful piece of meat on the table. We are interested in better identification of these characteristics for the consumer in the market place and less waste fat."

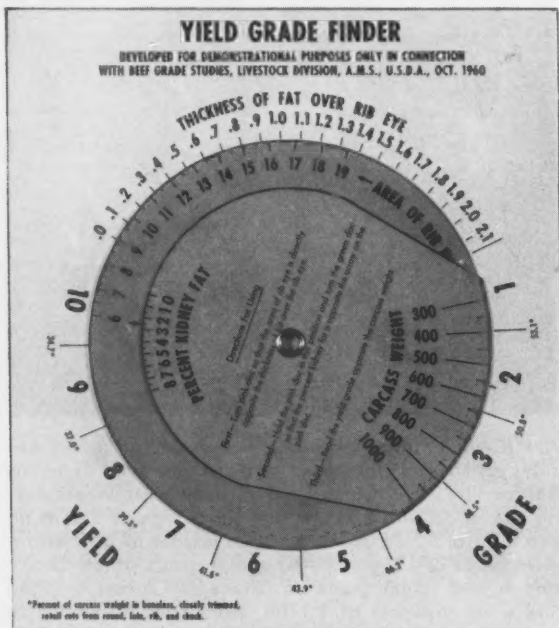
Earlier in her talk Dr. Vail had pointed out that "quality" is a very ambiguous word, which means certain things to the man showing his cattle in the ring and others to meat men who "estimate quality by the appraisal of factors thought to be related to the eating desirability of the beef, but consumers decide on the basis of tenderness, juiciness and flavor of the cooked meat. Accuracy of appraisal decreases at each processing point along the chain from the dinner plate to the live animal."

Dr. Vail also commented that Mrs. Consumer may settle for a given grade because it gives her the quality she wants more frequently than any other, but that she probably more often selects the store or the market than the grade because of consistency in quality.

CUTABILITY: Making it very clear that the USDA is not proposing a change in the grade standards for beef, David M. Pettus, director of the livestock division, USDA Agricultural Marketing Service, said that a grading system provides market identification for a product by dividing it into relatively uniform groups on the basis of characteristics that affect acceptability, and hence, value. He continued:

"In beef there are two primary factors that influence acceptability and value. The first is the quality of the lean, or those characteristics which affect palatability and which are associated with tenderness, juiciness and flavor. The second factor is what we have termed 'cutability' and merely refers to the yield of salable meat and the proportion of the high-value preferred cuts from the carcass.

"The Department has conducted extensive studies aimed at determining the factors affecting the palatability of beef. A major conclusion of a Department study (carried out under contract with the AMIF) can be stated very simply—the present grades do reflect meas-



COMPUTER developed by USDA for use in quick calculation of the cutability grade. In the example set up here on the computer, the 1,030-lb. live steer was estimated to have a carcass weight of 618 lbs., fat thickness over rib eye of .4 in., kidney fat of 2.5 per cent, rib eye area of 12 in. and a yield grade of 2+ (coincidence of two lower right scales) for a final grade of Good 2. However, the slightly heavier carcass (624 lbs.) with slightly smaller rib eye area than was estimated, actually was a Good 3.

evaluate the relationships of physical, chemical, and histological characteristics. Some of the results that Dr. Doty, et al., have shared indicate significant differences for tenderness between Prime light and heavy weights versus Good and Commercial. Likewise, flavor scores were significantly higher for light weight Prime than for all weights of Good and Commercial that were tested. Dr. Doty summarizes their work by stating that grade is related to beef quality factors and to consumer acceptance. It must be emphasized that this relationship

urable differences in eating quality, but they do not do a perfect job. However, neither this study nor any other research results available to date provide the necessary information for improving the present evaluation of quality in beef."

Pointing out that present standards provide for a series of grades based on the composite evaluation or averaging together of variations in two factors—conformation and quality—Pettus commented that they give consideration to only one factor affecting cutability, that is, muscling or conformation. They do not give any direct consideration to the quantity of external or other fats that are trimmed in making retail cuts. He then said:

"Since no consideration at all is given to the quantity of external fat, and since conformation is considered primarily only when it is relatively less well developed than the quality, it is obvious that differences in cutability necessarily receive minor consideration. However,

round, loin, rib, and chuck slightly more than 1 per cent. In other words, it lowers the carcass value by approximately \$1.50 per cwt. Size of the rib eye, which is an indication of muscling in the carcass, is the second most important factor. When all other factors remain constant, 2 sq. in. of rib eye change the cutability by 1.5 per cent, which is equivalent to nearly \$2 per cwt. in value.

"In our studies there was sufficient variation in cutability to justify 10 yield grades. Each of these grades was set up as a range of 2.3 per cent in yield of closely trimmed, boneless cuts from the round, loin, rib, and chuck. At recent prices for Choice grade beef, this range in yield of cuts within each yield grade represents a range in retail sales value of about \$3 per cwt. In this study, the yield grades were numbered from 1 to 10 with No. 1 indicating the highest yield of cuts and No. 10 the lowest yield of cuts. Since the yield grade was

PART of the crowd of packers, feeders, retailers, ranchers and others who attended the demonstration on dual grading is shown examining the sides on display in the Armour and Company cooler. There was some criticism of the manner in which the basic grades had been applied to the carcasses, although conditions for the sides were not ideal at the time they were shown.



even if the present system of grades did include consideration of all the factors affecting cutability, we have not been able to develop any logical basis to give variations in quality and cutability equitable consideration when combined into a single grade as provided by the present standards. Our recent studies and tests have been predicated on a so-called 'dual' grading system—one in which a carcass was given two grade identifications, one for the quality of its meat and another for its cutability. In this study the present grade names—Prime, Choice, Good, etc.—were used to indicate differences in quality and a system of numbers from 1 to 10 was used to indicate differences in cutability.

"The quality grade was determined in exactly the same manner as quality is determined in the present grading system—by considering the marbling, color, texture, and firmness of lean in relation to the maturity of the animal from which the carcass was produced. Conformation was not considered as a factor in determining the quality grade but was given consideration in the yield grade.

"Our studies have indicated that cutability can be estimated with a very high degree of accuracy by using only four factors. These are: (1) thickness of fat over the rib eye, (2) the size of the rib eye measured in square inches, (3) the quantity of kidney and pelvic fat, and (4) the carcass weight. To give you some indication of the relative importance of these factors, I would like to point out that with other factors remaining constant, only .20 in. of additional fat over the rib eye decreases the yield of boneless retail cuts from the

determined independently of the quality grade, all carcasses of the same yield grade had the same yield of cuts regardless of their quality grade.

"Evaluating carcasses for variations in factors used to determine yield grade may sound somewhat complicated. Our experience in testing this procedure has not indicated it to be a difficult one. These tests have indicated that practically no carcasses actually have to be measured to determine their yield grade. On most carcasses graders were able to estimate these factors and combine them into a yield grade with a satisfactory degree of accuracy and speed. However, in case of disagreement these factors can be measured and the yield grade determined very accurately.

"Also, having eight quality grades and 10 yield grades does not mean that there would be eight times 10, or 80 grades of beef. In actual practice a big percentage of the carcasses in any one quality grade would be in only about three different yield grades and practically all carcasses of a given quality—even Prime—would be in not more than five yield grades. While reducing the number of yield grades would result in slightly less precision in grading some kinds of carcasses, six of the grades would furnish a system which, in our opinion, would include over 95 per cent of the cattle.

"Since meat grading is conducted primarily for the benefits that accrue to livestock producers, it is highly important that these same differences in cutability of carcasses be readily recognized in live animals. To get some general information on this subject, we have conducted a series of studies which have included

nearly 500 individual live animals. These studies have indicated that variations in cutability can be recognized with a very satisfactory degree of precision and that trading practices on live animals could be developed to give proper recognition to this factor."

Representatives of the U. S. Department of Agriculture, including John C. Pierce, deputy director of the livestock division; Charles E. Murphey, assistant chief of the standardization branch, and David K. Hallett of the standardization branch, then showed how dual grading works through slides, tabulations and demonstrations in the cooler of Armour and Company and the live sales ring at the Kansas City Stock Yards.

Representatives of restaurateurs, retailers, packers, purveyors, feeders, range producers and individuals in the cattle and beef business had an opportunity to express their viewpoints on beef grading on Tuesday, November 15:

RESTAURATEURS-PURVEYORS: J. W. Putsch of Kansas City, director of the National Restaurant Association, told the group:

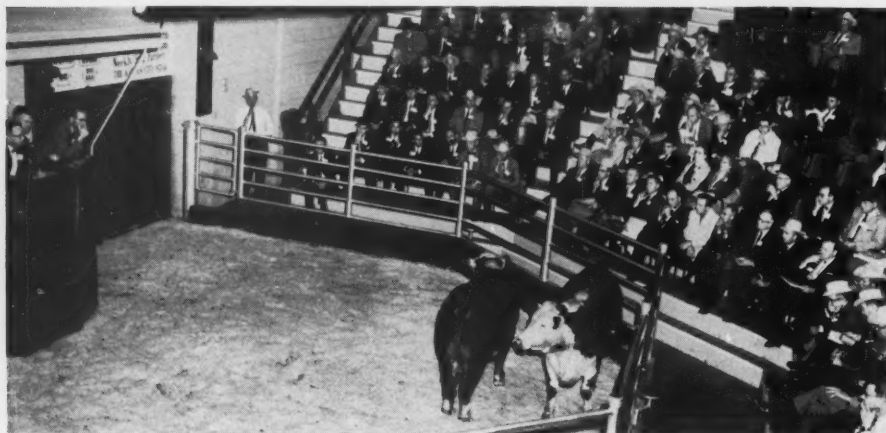
"NRA members report wide acceptance of meat grading as currently determined and identified by federal

Madine commented that the most recent change in the grade standards has been supposed to provide the high quality beef market with about 11 per cent Prime, but that no more than 4½ per cent ever had been made available.

The purveyor representative said that the association is unwilling to acquiesce in the devaluation of grading, and suggested that the cattle industry should breed and feed to meet the existing grade standards.

RETAILERS: Stating that his company does not propose any revision of the grade standards, and will not oppose any revision, Seth T. Shaw, director of public relations for Safeway Stores, presented the chain's views on beef grading:

"We believe grading has served well the public interest and has contributed to the overall efficiency of our marketing system. We believe it is one of the factors responsible for the increased relative demand and the high esteem with which beef is held in the minds of consumers. . . . Can the standards be revised to serve better the industry and the public? The question really revolves around whether young beef grading Good will give the consumer as much or more eating



PARTICIPANTS in the industry-wide grading conference were given an opportunity to apply the principles of dual grading in estimating the cutability of live cattle shown to them in the sales ring at the Kansas City Stock Yards. Charles E. Murphey, assistant chief of the USDA standardization branch, was in charge of the show.

government grades. This general acceptance by food service operators is based on the fact that the grades are universally known and are meaningful to the restaurateurs.

"We are cognizant of a movement to redefine the grade standards by shifting grade lines. We are also cognizant of a proposal to modify the grades by adding a new dimension—that of describing the yield or cutability within the framework of the present grades.

"Possibly, there is justification for revision and, certainly, the NRA is in favor of broadening the scope or effectiveness of grading where such revisions would be in the best interests of the restaurateur. It is believed, though, that widening the range of quality within the grades would tend to make grade standards less meaningful. The NRA agrees, however, that the principle of dual grading is desirable since everyone wants lean meat, provided the quality is right."

Joseph F. Madine, immediate past president of the National Association of Hotel and Restaurant Meat Purveyors, charged that those who consume meat outside the home—the millions of daily customers of restaurants, hotels, etc.—are often disregarded in the consideration of grading changes. He said that the meat purveyors back U. S. grading 100 per cent, and that NAHRMP wants two things: 1) Improvement in the quality of beef, and 2) Reduction in the amount of fat.

satisfaction than that currently grading Choice. We don't know the answer to that one."

Shaw said that about 20 years ago the firm decided on the range of beef quality its stores would carry (then Good and now Choice), and would continue to stock the same quality until it loses meat customers to competitors. He continued:

"There is excess fat on all Good and all Choice grade beef. Choice carcasses on the average will yield about 74 per cent in consumer cuts; 12 to 14 per cent will be fat to be sold at its salvage value. Some individual carcasses may run as high as 20 per cent fat for salvage. Such an animal results from poor breeding or poor feeding or poor management. If it takes this much fat to make this animal Choice, it either should have been sold as Standard or at a substantial discount as Choice. We just don't want these kinds of carcasses. If all retailers using Choice were to do likewise, it would limit the number of cattle in the Choice grade and, consequently, result in a better market price. The better price will encourage better breeding and feeding practices because it will reward those who are producing quality with a minimum of waste.

"I think the livestock industry should be looking for those things you can do to meet the demand as it expresses itself in the market place rather than how to

[Continued on page 26]



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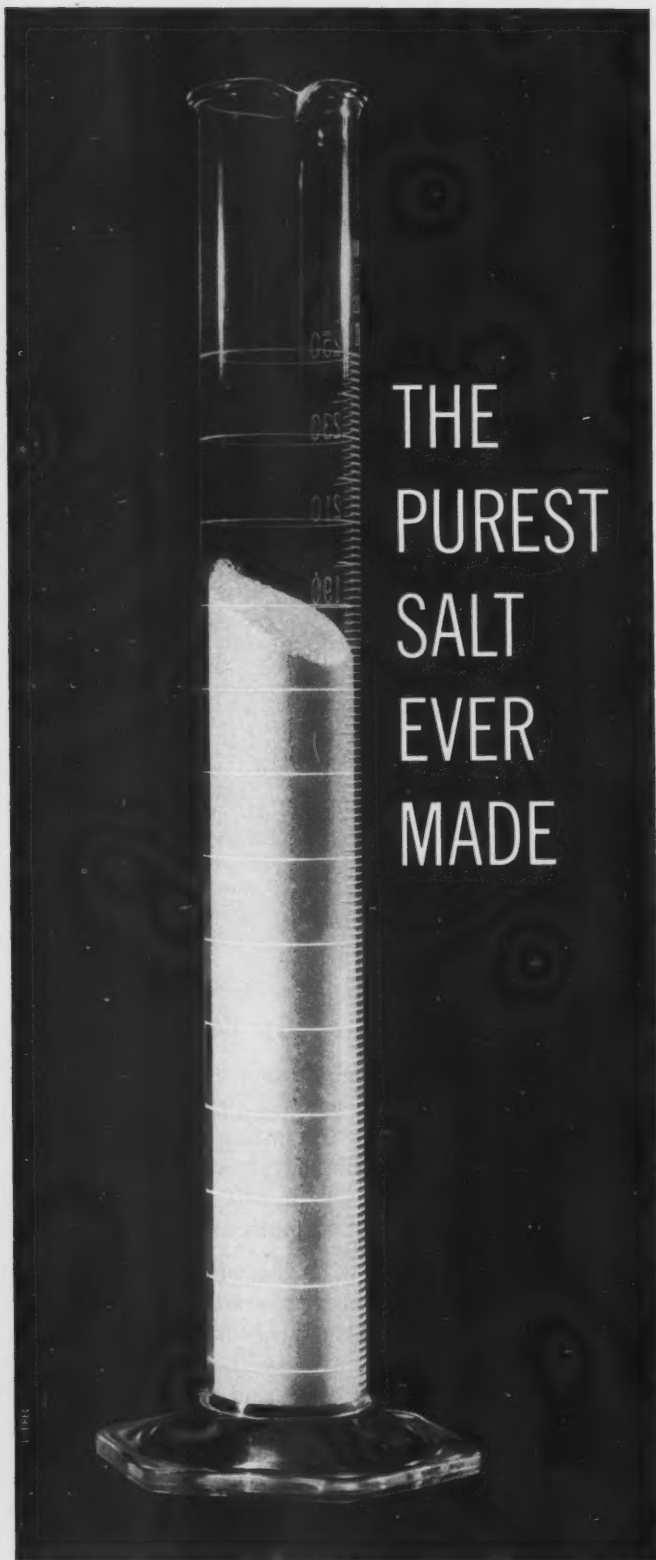
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DISCUSSING meat merchandising with group of Vo-Ag teachers who participated in recent market study program is John F. Schmidt (extreme right), owner of Economy Market, Sioux City. Teachers are (l. to r.): Bob Witt, Rock Rapids; Fred Gosch, Newell; Duane E. Wahlstrom, Odebolt; Don Gunderson, Whiting; Ralph M. Maddox, Ruthven; Jim Meyer, Grand Junction; LaVerne Anderson, Spirit Lake, and Harold Steinback, Sloan, all of which are located in Iowa.

Field Study Trip Pinpoints Role Of Packer from Livestock Buying To Retail Store Selling of Meat

SINCE 1935, Swift & Company's agricultural relations department has been conducting a training program with a unique twist—a market study trip. This week-long program is designed to acquaint county agents and vocational agricultural instructors with the complexities of the meat packing business, including buying and selling decisions, as well as challenges.

To date, approximately 4,500 county agents and agriculture teachers have participated in this training program. A tribute to the appeal and success of the course and to the desire of agriculture educators to expand their knowledge is the fact that the expense for this schooling is borne by the participants or the county educational fund.

Swift provides the noon meal, guidance for the training program, executives who explain their phase of the business and transportation

between the points that are visited.

This idea is a livestock buying, processing and selling story and not a Swift story, according to T. W. Glaze, manager, public relations department. The training group visits commission and order buyers, terminal market personnel and, most importantly, retailers (both modern supermarkets and smaller neighborhood stores).

An example of a typical four-day study is one conducted recently at Sioux City. Arrangements for this program were made by Don Moeller, Swift & Company agricultural research division, Chicago.

On the first day, the general economics and history of the meat industry were discussed, with emphasis on the intricate distribution pattern and the influencing pressures of consumer preference. In the afternoon the various grades of different species of animals were discussed

and evaluated. Since students have a basic knowledge of animal husbandry, the differences in grade and value are discussed on a professional level.

On the second day, the group sat in with the plant manager, product managers and the livestock buyers to learn how decisions were made on what to buy and what to bid. The group then followed the livestock buyers as they tried to obtain the animals they needed at the prices they felt Swift could afford to pay.

The way in which market pressures can change these plans became apparent to the group as it followed trading in the livestock alleys. The group went back to the general offices and heard the product and livestock buyers review what was bought and what still had to be bought to meet market demands in meat import areas.

The group also visited depart-



LEFT: Representative of commission concern sorts load of cattle, while two participants in training program look



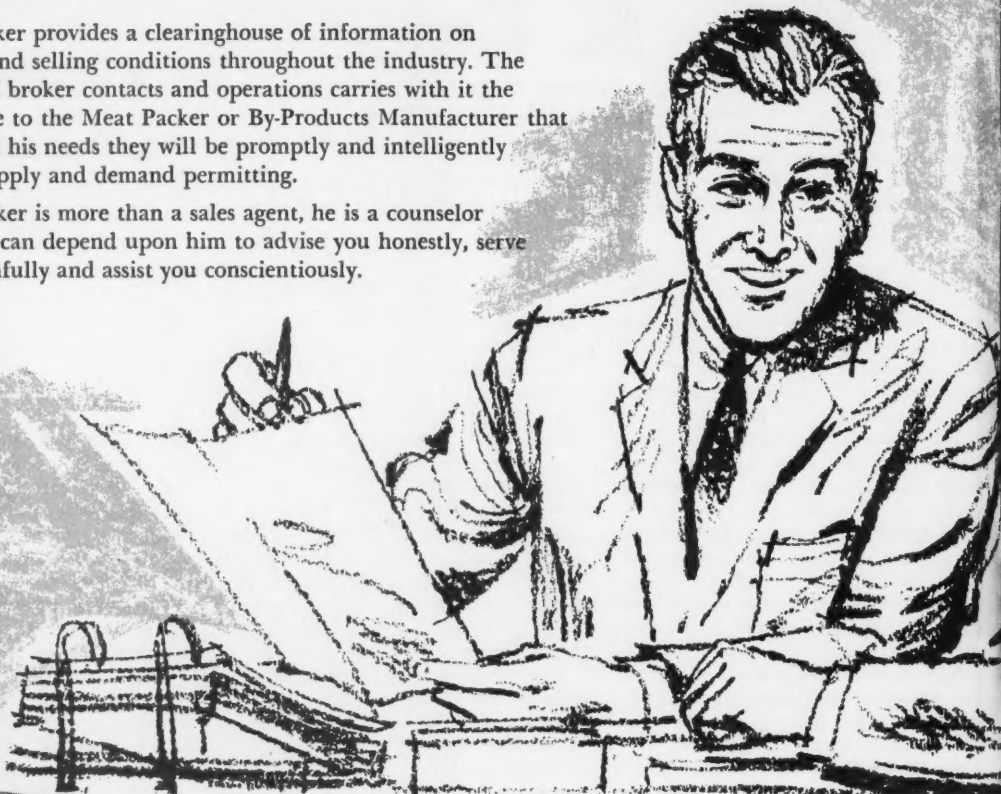
on. RIGHT: Students watch closely as commissionmen walk the animals to determine confirmation and grade.

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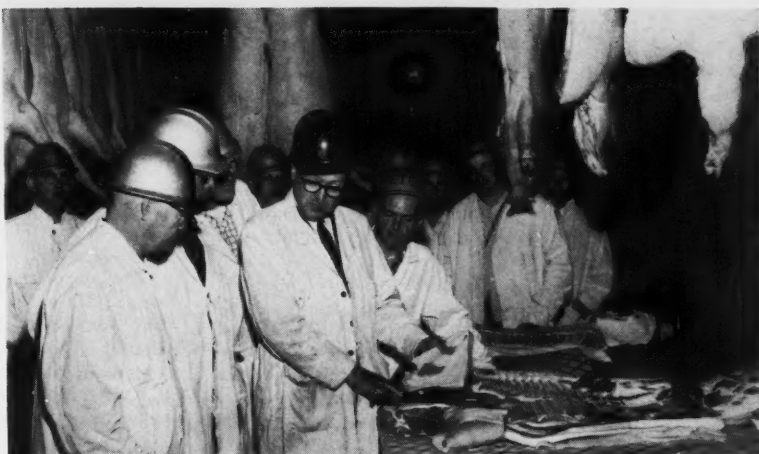
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CUTOUPS of pork carcasses are discussed by E. C. Buckley (center), head of Swift's provision department in Sioux City. Three carcasses that were used in this demonstration for the group show fat-type, meat-type and medium hogs.

ments in the beef complex, heard a discussion on by-products and met informally with R. E. Cowan, manager of Swift's Sioux City plant.

The third morning was devoted to observing commission salesmen sort and sell animals and again watching Swift and other buyers in hog and cattle alleys. Before noon the group toured the pork side of the plant. At lunch in the plant cafeteria, the training group's tables were spotted with Swift merchandising, processing and livestock personnel.

The students later reviewed the movement of the market with regard to both live animals and the finished product. They discovered that no holds are barred, and if a plant is losing money, as the beef side was during the Sioux City visit, this fact is made known. The group also visited various market agencies of the Sioux City Stock Yards.

The fourth day's schedule permitted the participants to visit various retailers and discuss techniques of buying, cutting, displaying and merchandising meat with meat department managers. Six stores were visited in this study. (When the tour is a five-day event, the class members travel in small groups with Swift salesmen on their regular stops.)

The group later listened to a discussion of Swift's selling methods and heard how the product from this export plant travels into import areas within the states.

The progressive presentation of a packer's operations from terminal livestock market buying to retail store selling gives the small teacher group, which is limited to a maximum of 25 people, an opportunity to understand the economic reasons behind merit buying of hogs, estimating the grade and yield of the live animal and the spread between certain consumer-preferred cuts and live animal costs. Moreover, the group can observe the real daily business risk taken by Swift and other packers in trying to buy livestock in a relatively erratic supply situation and trying to convert this into a uniform flow of finished meat products that meet quality standards at the retail level.

Swift officials believe that this program, by informing key people in community communications, will lead to more understanding and better relations between packers and livestock producers. It will forestall, on one hand, the futile legislative crusades that seek to find an exorbitant profit in market price spreads and, on the other hand, generally bankrupting ventures by farmer groups in meat packing operations.



DON MOELLER of the Swift agricultural research division, Chicago.

Conference on Beef Grading

[Continued from page 20]

revise grades and market practices to accommodate the things going on in your own segment of the industry which you should have reason to know are wrong."

Shaw said that a survey of Safeway meat merchandising men had revealed that most of them do not favor lowering the quality requirements for Choice. A quick and limited survey among members of the National Association of Food Chains indicated a similar attitude in the retailer association.

Floyd Day of Thriftway Food Marts, who spoke for NARGUS, said that the group wants beef grading continued with some modification to give a little better break to the food merchant. He commented that independent retailers find it hard to stick to government-graded beef 100 per cent, and that they find considerable lack of uniformity in the application of grading. He suggested that the retailer should be able to order by grade and get uniformity in waste, kidney fat, etc., as well as in quality characteristics. He said that one reason why independent retailers use house-graded beef extensively is because it is a more standardized and controlled type of product.

PACKERS-AMI: The position of the American Meat Institute, according to George M. Lewis, vice president of the AMI, is that the government beef grading system does not reflect the consumer's preference for tenderness and flavor of the different qualities of beef, that it serves little useful purpose to cattle producers and cattle feeders or to beef consumers, and that it is unrealistic and unenforceable and should not be promoted and exploited the way it is being done.

Lewis said that the cattle and beef industry has a real opportunity to improve further its economic position with consumers, and offered the following positive program for beef improvement:

- 1) Realization at all times that the ultimate goal is to please the consumer . . . provide her with what she wants, because she controls the purse strings of the food budget.

- 2) Encourage more breeding selectivity through the development of appropriate certification programs which are designed to select breeding stock that will provide the kind of beef most preferred by consumers.

- 3) Continue improvement in the proper feeding and finishing of cattle for market to provide the assortment and variety of qualities of beef desired by consumers of different income groups.

- 4) Encourage more effective measures for control of diseases and parasites affecting cattle, and avoid careless handling of cattle shipments to markets and meat packing plants.

- 5) Encourage more meat research in the area of tenderization, longer shelf life, and packaging and freezing procedures.

- 6) Encourage further research to develop more accurate measures of consumer preference for varying qualities and cuts of beef.

- 7) Encourage a wider dissemination of information about proper methods of cooking different qualities and cuts of beef and preparation of different meat dishes which are desired by consumers for different meals.

- 8) Encourage all segments of this free and competitive industry to perform most effectively their respective services in getting to consumers the kind and quality of beef they prefer.

- 9) Discourage and avoid a paternalistic government interjecting itself in an industry function where price controls or price evaluation are involved, either directly or indirectly. "In our opinion, the government grading

program is this sort of unnecessary interjection into the affairs of this industry," Lewis emphasized.

In earlier discussion of the shortcomings of grading, Lewis contested the claim that federal grades represent consumer preference for beef quality. Declaring that the Institute's views are based on facts—not on opinions or assumptions—Lewis said that the facts are:

- 1) Beef consumers are interested primarily in tenderness, flavor and juiciness. They believe that "the proof of the pudding is in the eating." The grading system does not measure these qualities.

- 2) The government beef grades are based on a concept that the fattest animal is the best, whereas present-day consumers have indicated in consumer taste tests that they prefer lean, tender beef that is less wasteful and not overfinished.

- 3) Another fact that indicates most consumers do not rely on government meat grades for their purchases is that very substantial quantities of the total beef supply, much of the veal supply and practically all of the pork supply are merchandised to consumers without the use of any government promoted brand names or grades.

- 4) Another fact relating to the unrealistic aspect of the government beef grading system is that the government grade definitions and interpretations have been changed from time to time since they were promulgated. Each time these changes have been made there have been strong pressures to include in each grade some of the beef in the grade just below it. None of the changes that has been made over the years nor the changes that are now proposed, is based on a scientific determination of consumer preference for tenderness, flavor and juiciness. Rather, they are predicated primarily on the basis of pressures from various groups of the industry and from the government people.

- 5) Another realistic fact in connection with this problem is the practical difficulty of determining the carcass grade. This is particularly true after ribbing for that portion known as "liners." Since there is frequent disagreement between the packer and the government grader, and even between government graders (especially between graders in different regions of the country) these conditions and inconsistencies will become even more greatly accentuated as further demands are made to enlarge the number of divisions of each grade.

- 6) Another important aspect of the problem that government grading does not—and cannot—take care of is in the preparation and cooking of beef.

PACKERS-NIMPA: Co-chairman Lester B. Bookey of the beef and hides committee of the National Independent Meat Packers Association read to the group the resolution of the NIMPA board which opposes the extension of federal regulation and closes with the phrase:

" . . . recognizing that the system of government grading under which we are operating today is more than sufficient, urges the Secretary that no change whatsoever be made in our system of grading."

This stand of 1959 was reconfirmed at a recent regional meeting in Detroit.

Bookey explained the attitude of the independent meat packers as follows:

"The independent meat packer feels that federal grading (strictly on an optional basis) is a must to this category of the industry. Our reasoning for this is that a small plant is not in a position to develop a trade name or packer grade for either customer or consumer over any consequential area of the country. The grading service provides us with a product that is merchantable in a competitive fashion anywhere in this country or, in fact, even abroad.

"We, too, are concerned about the ability of the grad-

HUMANE

SLAUGHTERING

BOSS

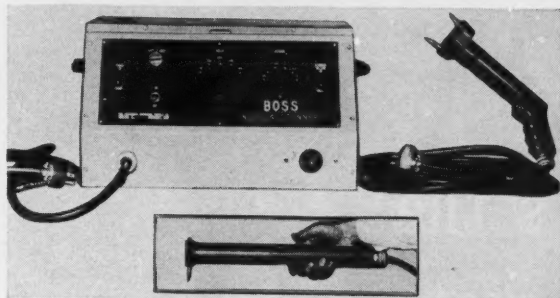
Humane Slaughtering installations being made by packers prove conclusively the efficiency and economy of BOSS equipment. Reasonable cost and minimum plant rearrangement are among the advantages of BOSS Humane Slaughtering techniques.

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BOSS No. 1004A Electric Stunner may be provided with either "Wand" type applicator or "Pistol" applicator. "Wand" is preferred for smaller kills, as stationary restrainer usually requires that operator reach for hogs. "Pistol" is preferred with moving restrainer in which hogs are correctly positioned for stunning.



Operates at voltages of 70, 150, 225, 300 and 400 and for any period from 1/2 second to 3 seconds. Provided with circuit breaker. Will stun any size hog long enough to stick and bleed properly. In use in many small and large plants.

BOSS Either Stunner still available at lower price. Voltage 70, 150, 225, and 300 for from 1/2 to 1 1/2 seconds. Most economical and efficient way to comply with Humane Slaughtering Laws.

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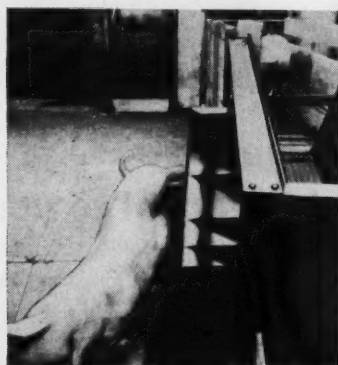
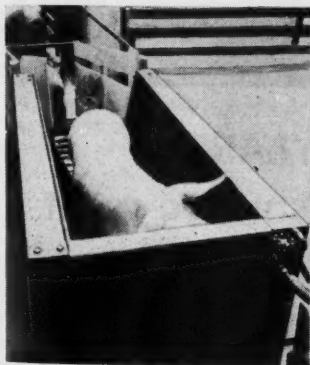
No. 1006 CRADLE RESTRAINER IS PROVEN!

Pat. Appl. For

BOSS No. 1006 Cradle Restrainer features fast, efficient stunning of hogs and puts your plant in compliance. After hog enters Restrainer

(left below) the entrance gate is closed. The weight of the hog drops the floor when the lock is released, wedging the hog between

the sloping sides of the Restrainer. While restrained, the hog is stunned electrically — and then immediately ejected from the Restrainer (right below) to a sticking or shackling table. Can be furnished for right or left hand entrance. Left hand shown.



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resistant . . . even with roughest handling . . . even after constant exposure to freezer temperatures.

Talk about color impact! Sharp, brilliant printing will make your brand name a standout at point of purchase. For more information on contour bags of heat-shrinkable "Mylar", write E. I. du Pont de Nemours & Co. (Inc.), Converter Sales, Film Dept., Wilmington 98, Delaware.

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POLYESTER FILM

ing service to train and qualify men for the proposed dual grading and still maintain the practical aspects of the grading operation. Under present grading standards we feel there is much room for improvement in the uniformity of our present grading and that to complicate the standards further would, in our opinion, make the system more inefficient than at present.

"It is well recognized that in the beef business only a portion of the dressed beef is sold as whole or straight cattle. To move the increased numbers of cattle the trade purchases vast quantities of beef cuts from packers and wholesalers. Dual grading will present terrific inequities in this trade as well as ridiculous confusion. Why promulgate rules and regulations that will create chaos for the entire industry?

"Dual grading will penalize the producers of long-fed cattle! Dual grading if instituted will discourage long-fed cattle and thus the government will be guilty of issuing an edict that will create further surpluses of corn that could run into millions of bushels.

"Whether we like to recognize it or not, federal grading in effect is in reality pricing our merchandise that we have to offer for sale, and it is at this point we are most concerned with dual grading. It is our considered opinion that a monetary loss for the cattle feeders over a period of time is inevitable with dual grading.

"The largest buyers of beef today are our large chain store operations and one of the concerns we have is in visualizing a beef sale by any two of the larger chains. Let us assume that one chain bought No. 1 Choice at 43¢ per pound and let us assume the other chain bought Choice 10's at 32¢ per pound. Under this situation we have two chains advertising U.S. Choice beef. This is of grave concern to us. With the differential in the price each paid, where will John Q. Public know where to begin or end as the grade numbers will not go into the actual meat counters. We feel the inevitable happening will be to force Choice beef to a lower level.

"Another area to consider while speaking of dual grading is that of procurement. Do we have cattle buyers who are sufficiently trained to estimate the cutability of cattle on the hoof or, is it possible to determine cutability of a live animal? Many packers now procure cattle on a yield and grade basis—wouldn't the proposed grading create havoc in reimbursement for the beef? Also, to those of you who feed cattle, wouldn't our buyers have a tendency to play it safe, so to speak, when making their bids on a given lot of cattle?

"The major problem facing our industry today is that of excessive fat. Whatever means we use to grade these cattle will have no effect on how much fat or meat the cattle will have. I am also aware the consumer wants to buy lean meat. On the other hand, I think we can agree that when a consumer buys Choice meat she has the right to assume that the quality of this meat will be Choice. I don't think that we are in a position to have our cake and eat it too. We know that, regardless of what some claim, to obtain quality meat takes honest corn or grain feeding. Can't we, therefore, individually take steps in the direction of eliminating excessive feeding in our own way rather than have the government come into our business and create what will be, in my opinion, a chaotic condition?"

PACKERS-WSMPA: It probably is of greater importance to those in the area west of the Rockies (see the latest census returns) to have the present grading standards revised to reflect consumer preference than in any other area of the country, the conference was told by E. Floyd Forbes, president of the Western States Meat Packers Association.

WSMPA sponsored a retailers' survey made by an

independent research organization; it showed that consumers resent excessive fat and wasty beef, and that beef from the middle of the Choice grade up is not satisfactory to them, but that beef from the middle of Choice down through the top one-quarter of Good is the type preferred by retailers and consumers.

"We should give Mrs. Housewife the type of meat that she and her family prefer," declared Forbes, "for if we don't she will turn to other competing foods. To point out that the beef industry has done a great job while the pork industry has not, does not coincide with the facts because consumers shunned pork on account of excessive fat. We feel that consumers will do likewise with beef unless we revise the grading standards for Choice beef and continue intensive research to produce the type of cattle which, when fattened, will have a great deal more lean meat in relation to bone and fat.

"We can no longer stand on the old adage that people like beef and will eat it under any economic conditions. Of course they will eat more higher-priced cuts when purchasing power is higher, although the records show that regardless of consumer disposable income for food, the percentage of the dollar spent for meat has never varied very much, but has stayed somewhere between 5 and 6 per cent."

Citing a slump in frankfurt consumption due to depreciation in quality, Forbes warned:

"I point this out as an example of what will happen to the beef business if we continue to give the consumer meat from excessively fat carcasses. If consumption is going to be maintained at 80 lbs. per capita, we are going to have to give consumers the type of meat that they desire. There has been no major change in the standards for grading Choice beef since 1950. In this decade there have been many changes in consumer food habits and preferences.

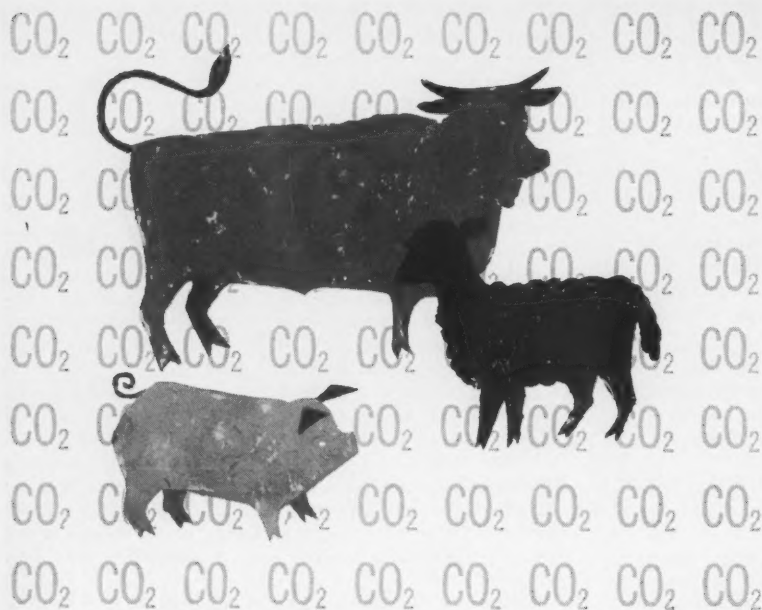
"The present standards for grading beef, particularly the Choice grade, require too high a degree of marbling to allow carcasses to be put into the grade without being excessively fat and wasty. . . . It has been proved by many research studies that a great deal of the tenderness in beef is provided by heritability and not by the degree of marbling.

"Considerable time and study have been devoted by producers, feeders and packers in the West as to the most practical way to change the present standards for grading beef which would be simple and could be put into effect immediately. These groups have arrived at a proposal which will be presented by Brunel Christensen, president of the California Cattlemen's Association, which would lower the present minimum degree of marbling one degree within Choice grade only, leaving all other requirements as to conformation, feathering the ribs, overflow fat, flank fat and protrusion of fat in the chine bone and backbone as they now are. It is felt that these factors for Choice are satisfactory.

"California cattlemen and other western producer organizations have adopted this as their proposal and support it enthusiastically, as they believe it can be accomplished without disrupting any part of the present grading program.

"We believe it will correct the excessive fat requirements and will furnish the type of Choice beef that most consumers desire. We see today the practical results of such a departure in the efforts of national packers who are placing their top brands on carcasses which could only be graded top Good by the federal meat grading service; this type of beef is exactly the kind that the average retailer prefers and is buying in preference to U. S. Choice.

"The change in these standards should be made now



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CHEMICALS DIVISION
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and not postponed to a later date. Otherwise, we will all find ourselves in deep trouble from the increasing supply of cattle coming to market for the next two years and perhaps longer."

FEEDERS: Speaking for the National Livestock Feeders Association, Herb Albers of Wisner, Neb., said that the group has been reluctant to endorse any of the changes in federal grading because none of the suggestions that has been made appears to be a practical solution to the problem. Albers continued:

"Before making any adjustments in standards or programs it seems necessary and advisable that some general agreement be reached within the industry on the question of what we expect federal grading to accomplish. Exactly what the industry feels federal grading should do has not been spelled out or agreed upon.

"While certain progress has apparently been made in the dual grading study being made by the USDA, the Association still questions that it would be an advisable procedure to employ at this time.

"Lowering of the standards for individual grades or all grades is not a satisfactory solution either since it would not remedy any consumer discrimination against excess fat, and would be an invitation to consider lowering the standards still further. Furthermore, suggestions for lowering the standards have all of the earmarks of an attempt on the part of some to capitalize on the magic attraction possessed by the word Choice."

W. D. Farr of Greeley, Col., furnished the view of a 10,000-head-in-the-feedlot operator. He told the conference:

"Beef grading is the standard which gages the operation of our feedlot. I do not mean that we sell cattle on a consigned grade and yield basis. I mean that whether we like it or not our cattle and everyone else's cattle are bought and sold on their ability to grade.

"The standardization of beef grades has promoted the growth of the independent packer. It has also contributed materially to the rapid growth of the larger feedlots.

"Actually, the price of our finished cattle is based on nothing but the buyer's judgment of yield and grade. Since the price we receive is tied so closely to grade and the original price that we paid for the feeders was based on what per cent we thought would grade, we are the segment of the industry which is

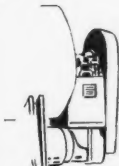


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2

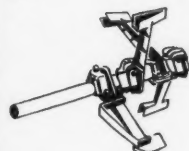
No Lift Charging Door . . .



Enables the operator to easily swing the lid and yoke aside and eliminates lifting as on old style covers. The cover and yoke are of welded steel construction and easily locked by the large handwheel mechanism. The neoprene gasket is fitted into a machined groove.

3-4

Agitators and Shaft . . .



Agitators are made of heavy cast steel, machined to fit shaft. Agitator Shaft is square and machined on all surfaces assuring proper alignment of drive elements and eliminating arms working loose. Round shafts with keyed agitators are optional.

5

Underframe . . .



The two point suspension underframe requires only two concrete piers and eliminates bulky underframe for easier cleaning and piping.

6

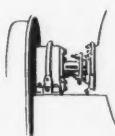


Discharge Door . . .

Is hinged at the top and opening can be easily controlled by the operating lever which is equipped with a counterweight. The round door facilitates rapid discharging because it permits the discharge spout to be sloped sharply down from the inside shell. This all-steel door has machined gasket groove and follows the contour of the inner shell when closed. When opened the material being discharged is deflected downward. Positive locking is assured in the closed position by a rugged, simple yoke and handwheel. A large, hardened steel ball on the yoke distributes sealing pressure uniformly to the gasket.

7-8

Bearings and Stuffing Boxes . . .

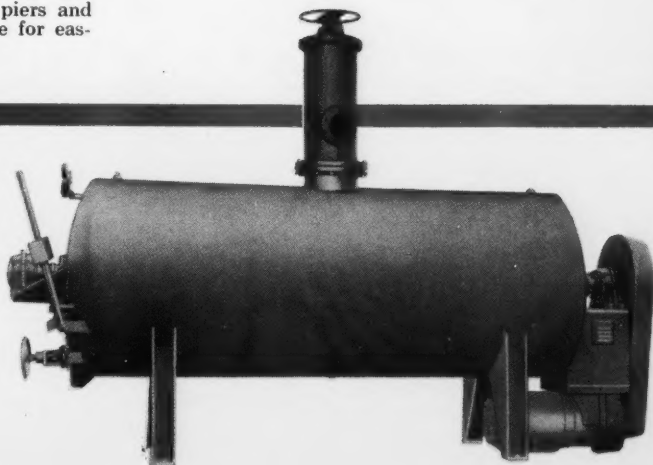


Bearings are mounted on welded steel supports and locked in position. Self-aligning double row, roller bearings of nationally known manufacture are installed in special rugged DUPPS housings and equipped for oil lubrication. Discharge end bearing floats to allow for shaft expansion.

Stuffing Boxes are of deep, sturdy construction and are provided for either granulated or ring type packing and are adequate for pressure or vacuum service.



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In the food field, Canco containers do what they are supposed to do . . . best! Behind every Canco success story are the experts who made it possible—Canco's aggressive team of research, manufacturing and marketing experts . . . the most experienced group in the container industry. Their knowledge of food processing and consumer needs has resulted in the leading packages of today and assures you that the great containers to come will come from Canco.

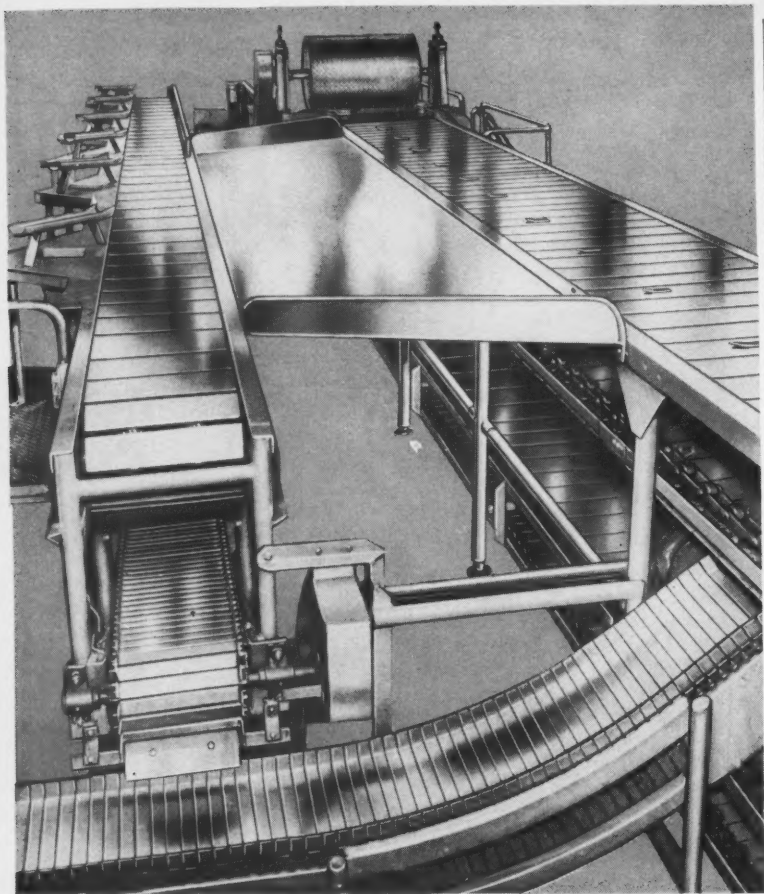
To help boost your profits, put the Canco team to work on your packaging problems.

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CANCO DIVISION

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PORK CUTTING TABLE SYSTEM WITH FAT RETURN CONVEYORS

This unique conveyor system saves space . . . saves time. Combines loin pulling and trimming tables with conveyors which return fat directly to the charging tanks. Let us confer with you about your particular needs. Custom work is our specialty.

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the most affected by the grading standards.

"Beef grading has such wide acceptance all over the country that it has created standards that must be met. Beef grading establishes the price the packer gets for his beef; it, also, indirectly establishes the price we get for fat cattle.

"Choice beef has become the most popular grade and the most popular meat in the country today. With this wide acceptance of Choice beef, we find that Choice beef, as a grade, is the price basing point for all beef.

"If we accept the fact that Choice beef is the price basing point, then we must look at changes in beef grading from the economic viewpoint of what these changes might do to the entire cattle industry. We have had a plentiful supply of Choice beef for several months; a large enough supply that the beef market has been under constant pressure. Suppose the supply of cattle graded Choice had been increased 10 per cent to 20 per cent; certainly the market for Choice beef would have been under more pressure and lower prices. This means that the whole cattle industry would have received lower prices.

"If grade standards were to be modified or relaxed to the point where an additional 10 per cent or 20 per cent more beef carcasses were admitted into the Choice grade, obviously, the greater supply would create a depressing price factor. This also would reflect proportionately lower prices on other grades because of the price basing associated with the Choice grade. We must be sure that grade changes will best serve the entire industry, not any one group.

"The dual grading system which you saw demonstrated yesterday could have appeal to many cattle feeders."

RANGE PRODUCERS: The strongest and most effective appeal for some form of dual grading was presented by Tobin Armstrong of Armstrong, Tex. Asking what really gives a carcass value, he replied:

"Quantity, that is, the amount of

the carcass that can be sold as retail trimmed cuts, and quality, the quality of the retail product. These two factors obviously are not related, since how much retail meat comes from a carcass has nothing to do with how good it is to eat, and the devices for measuring quantity are as different as a butcher's meat scale and a speedometer. Since our present grade standards are not formulated to measure both, present grading is a compromise, and because it is a compromise it is complex and difficult to apply uniformly. Even if our present grade standards were formulated to evaluate accurately both quantity and quality, the combination of these two values into a single grade would still be a compromise between the two and representative of neither. For example, it would not seem appropriate to give the same grade to two carcasses having the same dollar value where one carcass combines high quantity with low quality meat, and the other carcass combines low quantity with high quality meat. They are not really the same product and are not interchangeable at the retail counter.

"If we really want to put grading on a basis from which we can keep it oriented to the constantly changing and highly competitive market we are in; if we want to keep it abreast of new technology, of changing consumer preference and changing production practices; if we want to make it a truly dynamic instrument in our marketing system that can be uniformly applied; if we want it to reflect the true value of our product and stimulate the production of more and more high value, high efficiency cattle with superior fleshing, superior conformation and superior quality, then we must evaluate quantity and quality separately in grading and give them separate identification."

Brunel Christensen, president of the California Cattlemen's Association presented the proposal of some western beef producers for revision of the grade standards. Said he:

"Our proposal is simply to change

the present method of grading by lowering the minimum marbling requirements one degree in each of the conformation equivalents in the A and B maturity groups of the Choice grade only. This revision changes only one of the four quality measurements in one grade and does not disturb the conformation and finish factors of the present beef grade standards in any way.

"This approach to revising the present beef grades has the support of the producers in most of the western states, and independent meat packers in all the western states. It also has the support of the breeders and feeders in our state, as well as those in many other western states.

"The California Cattle Feeders Association in approving this approach to revise the beef standards, favored lowering the minimum marbling requirements one degree in the minimum Choice or better conformation equivalent in the A maturity group only."

The table shows the minimum marbling requirements for Choice grade proposed by the group.

USDA Rule Against 'Turn' Systems Upheld by Court

The U. S. Department of Agriculture's prohibition against "turn" systems of trading at livestock markets subject to the Packers and Stockyards Act has been upheld by the U. S. Court of Appeals for the Tenth Circuit, Denver.

Since the period for further appeal to the courts has elapsed, the USDA said, the court ruling upholding the department's cease-and-desist order against 38 livestock dealers on the Kansas City Stockyards is in full effect.

"In denying the petition of the Kansas City dealers to vacate the USDA cease-and-desist order," the agency explained, "the Tenth Circuit Court found Judicial Officer Thomas J. Flavin's ruling to be 'proper in law and supported in fact.' Mr. Flavin had found that the group of dealers had a practice of drawing numbers or flipping coins among themselves to determine the order in which they would look at, bid on and buy stocker and feeder cattle in the sales alleys at the stockyards.

"He found that the 'turn system' had become so well-established at Kansas City that other market patrons (farmer-feeders) did not feel free to ask for a chance to look at or bid on the cattle until the dealers had finished." Flavin held that it was an unfair trade practice.

CHOICE MARBLING REQUIREMENTS PROPOSED BY WESTERNERS

Carcass Grade	Conformation Equivalent		Maturity Groups	
	A	B	C	
	Minimum Choice or Better	Slight	Small	No Change
Choice	Mid-Point Good*	Small	Modest	No Change
	Mid-Point Standard*	Slightly Abundant	Moderately Abundant	No Change

*Example only. Illustrates the extent to which more than minimum quality must be present to compensate for less than minimum conformation.

Maturity Groups:

A. Red, porous chine bones, soft pearly white cartilages.

B. Intermediate maturity for Prime, Choice, Good or Standard grades.

C. Approaching maximum maturity for Prime, Choice, Good or Standard grades.

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Truck Talk

By CHET CUNNINGHAM



ARE YOUR truck tires wearing out faster than they should? This condition may be caused by any number of things. Take a look at the accompanying chart which points out some of the most common causes of mechanical and pressure tire problems.

Check the symptoms. If they match your tire problems, follow down the column to the cause and then on down to the cure. A good idea would be to cut out this chart and tape it up in your shop for easy reference.

...

If you have any reefer units in your lot, there's a good chance that the refrigeration unit on one or more of them is powered by a diesel engine.

Some manufacturers of refrigerated trucks and trailer reefers are using diesel engines to power about 70 to 75 per cent of the refrigeration units. While this is true for some makers, others continue to use gasoline or LP gas.

Makers who use diesel engines say they give far better service without the maintenance and overhaul problems that usually are associated with gas engines. Transicold Corp., Los Angeles, Cal., the nation's

leading manufacturer of transport refrigeration equipment, is now installing diesel engines in about 70 per cent of its units. The firm uses a 35-hp. Perkins Four-99.

These little English-made diesel engines use 0.4 gallons per hour of #2 diesel, while comparable output gas engines need 1.3 gallons per hour, Transicold claims.

Transicold says it used to be pleased with 3,500 hours on a gas engine and 6,000 on an LP gas engine before a major overhaul. Now the diesels purr along for 12,000 hours before a major overhaul, and they may get up to 20,000 hours. If you're buying a new reefer, consider one with a diesel.

...

The cold breezes are whipping around again and that means harder work for the engine on your meat trucks. Get it warm before you go out into traffic. And the bigger the engine, the longer the warmup.

You can't do the job quicker by revving up the engine. Instead, run it at a fast idle for three or four minutes. Then check the oil and air pressure. Increase the RPM's and run for a few minutes more to allow for good circulation of oil and even, slow expansion of piston liners,

shafts and bearings. Then, when it is at operating temperature, your engine is ready to take the load of your rig without complaining and without any engine damage.

...

Don't let those battery deposits sneak up your cables. Battery deposits rob your engine of power and help ruin the battery, too. Keep white deposits off by painting terminals and cables with a good liquid rustproofing. This rustproofing compound keeps the cables clean and keeps your battery delivering at its peak power. One application will last several months.

...

How should the operator of five or 25 trucks look at the problem of truck maintenance and repair? Should he hire his own mechanics or stock parts and do the work himself? Or farm it all out?

Following are examples of two smaller operators who vote for the "job it out" idea. One operator, located in California, runs 52 trucks ranging from delivery route rigs to tractor-trailers.

Outside maintenance costs the firm \$1,165 for one month. Management says inside maintenance would have cost twice that figure. The firm has estimated that two master mechanics and two helper mechanics would be needed to service the 52 trucks. Labor costs, plus garage space, equipment, tools, spare parts, light, heat and the parts pilferage problem, would boost the total.

Instead, the company jobs out the work to a nearby automotive service which charges regular book rates on labor but gives the firm a 25 per cent discount on parts prices. At the firm itself, the trucks are washed and furnished with gas and oil.

The garage, which gives 24-hour service, is equipped with two-way radio and radio-equipped repair trucks for road calls. The radio is tied in with the company's operation. Each truck is serviced every 1,500 miles and has a tuneup after 5,000 to 6,000 miles.

Management says this good maintenance means top mileage from en-

SYMPTOM	CAUSE	CURE
RAPID WEAR AT SHOULDERS 	UNDER INFLATION 	INFLATE TO RECOMMENDED MINIMUM
RAPID WEAR AT CENTER 	OVER INFLATION 	LET OUT AIR WHILE TIRE IS COLD
CRACKED TREADS 	ALTERNATING UNDER- AND OVER-INFLATION 	MAINTAIN REGULAR PRESSURE
WEAR ON ONE SIDE 	TOO MUCH CAMBER 	CORRECT CAMBER
FEATHERED EDGE 	TOO MUCH TOE-IN OR TOE-OUT 	REALIGNMENT
BALD SPOTS 	WHEEL UNBALANCED 	BALANCE

gines and chassis. Many of its trucks have 200,000 miles on them. Engines are replaced at 80,000 to 100,000 miles. All service work is done on Wednesday, a no-delivery day. Management says this system has produced better service at less cost and fewer headaches.

The other operator, located in the East, uses a nearby filling station for its preventative maintenance. With six trucks, it works well. Each evening when a rig comes off the route, it is picked up and driven to the station where it is supplied with gas and oil and checked for any needed repairs. The firm says it saves 20 per cent on maintenance costs, and trucks are always in top-notch reliable condition with few road breakdowns.

If you think your gas mileage is too low, try these 10 gas-saving tips on those trucks and fleet cars of yours:

1) Do not overfill the fuel tank (no wasted gas). 2) Do not operate on a cold engine. 3) Never race a cold engine. 4) Do not pump accelerator during warmup.

5) Do not drive with choke pulled out. 6) Shut off your engine when not in use. 7) Avoid fast starts and

sudden stops. 8) Shift gears as required, either up or down, and avoid racing or lugging the engine.

9) Maintain proper tire inflation at all times. 10) Report any gas or oil leaks or any other defects to the shop foreman at the end of the day's run.

A chattering chassis on your trucks and fleet cars is trying to tell you something. Listen to it. It might be:

Mouse squeak can be heard when your rig takes a bump. It means dry ball joints in the front suspension (long past due for lubrication). A "klunk" instead of a squeak is a warning that your steering linkage is loose.

Bongo beat. "Bongo drums" under your car or light truck signal a bad muffler. In cold weather this can mean poisonous carbon monoxide inside your cab. Fix it quickly!

Wire brush swishes. Brake shoes may be dragging if you get the sound when not braking. Pull a wheel to check.

Canary tweeting comes from underneath. This can mean a dry universal joint. Some joints need lubricating every 1,000 miles, while others can go for a much longer

time. Check your service manual to be sure.

Rattling dice in hub caps can signal a loose wheel nut. Be sure to tighten all nuts.

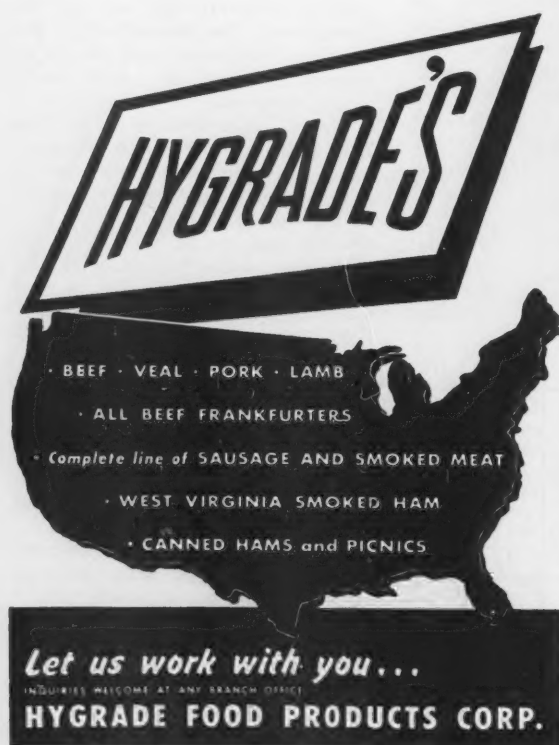
Firm and Two Officials Indicted on U.S. Charges

Imperial Meat Co., Denver, and two of its officials were indicted by a federal grand jury in Denver recently on charges that they substituted lower quality meat than required under a \$500,000 contract with the armed forces.

The Justice Department said that the contract called for the delivery of U. S. Choice meat through the Military Subsistence Supply Agency but the company delivered meat ranging from ungraded to Good.

Casing Suit Settled

Tee-Pak, Inc., Chicago, and Union Carbide Corp., New York, jointly have announced an out-of-court settlement, upon mutually-agreed terms, of a patent infringement lawsuit involving shirred cellulosic sausage casings, brought by Tee-Pak in 1957. In accordance with the agreement of the parties, the lawsuit has been dismissed.



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BETTER THINGS FOR BETTER LIVING
... THROUGH CHEMISTRY



ALL MEAT... output, exports, imports, stocks

Meat Production Smallest In Two Months

Production of meat under federal inspection for the week ended November 12 slumped off to its lowest level since Labor Day week. Volume last week at 421,000,000 lbs. was about 7 per cent below production for the previous week and about 5 per cent smaller than the 445,000,000 lbs. produced in the corresponding week last year. Slaughter of all livestock was down for the week, with only that of bovine stock larger than last year. Cattle kill held a relatively slim edge of about 15,000 head over the count last year, while hog slaughter was about 187,000 head, or about 12 per cent below last year. Estimated slaughter and meat production by classes appear below as follows:

Week Ended	BEEF		PORK	
	Number	Production	Number	Production
	M's	Mil. lbs.	(Excl. lard)	Mil. lbs.
Nov. 12, 1960	375	214.8	1,310	180.8
Nov. 5, 1960	410	236.2	1,365	187.6
Nov. 14, 1959	360	212.8	1,497	206.9

Week Ended	VEAL		LAMB AND MUTTON		TOTAL MEAT PROD.
	Number	Production	Number	Production	
	M's	Mil. lbs.	M's	Mil. lbs.	Mil. lbs.
Nov. 12, 1960	115	13.2	255	12.0	421
Nov. 5, 1960	125	14.4	285	13.4	452
Nov. 14, 1959	111	12.7	261	12.4	445

1959-60 HIGH WEEK'S KILL: Cattle, 462,118; Hogs, 1,859,215; Calves, 200,555; Sheep and Lambs, 389,361.

1958-59 LOW WEEK'S KILL: Cattle, 154,814; Hogs, 641,000; Calves, 55,241; Sheep and Lambs, 137,677.

AVERAGE WEIGHT AND YIELD (LBS.)

Week Ended	CATTLE		HOGS	
	Live	Dressed	Live	Dressed
Nov. 12, 1960	1,020	576	239	137
Nov. 5, 1960	1,020	576	239	137
Nov. 14, 1959	1,047	594	237	137

Week Ended	CALVES		SHEEP AND LAMBS		LARD PROD.
	Live	Dressed	Live	Dressed	
Nov. 12, 1960	205	115	97	47	Per cwt.
Nov. 5, 1960	205	115	97	47	40.5
Nov. 14, 1959	203	114	97	47	42.2

Cold Storage Beef Inventories Gain, Pork Stocks Drop In October; Aggregate Volume Off Only Slightly

THE TWO larger-volume meats, beef and pork, moved in opposite directions in regard to cold storage holdings for the month of October. Beef inventories rose, while pork stocks continued their seasonal decrease. The aggregate on all meats, was a small net decrease. Total vol-

ume of all meats in cold storage on October 31 at 400,278,000 lbs. compared with 402,809,000 lbs. in stock a month before. Closing October meat inventories were also about 20,000,000 lbs. smaller than a year earlier, but nearly 30,000,000 lbs. above the five-year average of 370,883,000 lbs.

U.S. COLD STORAGE MEAT STOCKS, OCTOBER 31, 1960

	Oct. 31 1960	Sept. 30 1960	Oct. 31 1959	Oct. av. 1955-59
	1,000 lbs.	1,000 lbs.	1,000 lbs.	1,000 lbs.
Beef:				
Frozen	160,753	151,762	152,548	126,049
In cure and cured	10,191	10,200	10,117	9,909
Total beef	170,944	161,962	162,665	135,958
Pork, frozen:				
Picnics	4,524	5,009	4,571	*
Hams	39,493	40,539	36,917	*
Bellicies	16,918	18,813	25,540	*
Other pork	48,319	58,860	74,092	*
Total frozen pork	109,254	123,221	141,120	108,364
Pork, in cure and cured:				
D.S. Bellicies	3,389	3,705	6,095	*
Other D.S. pork	4,745	4,644	6,518	*
Other cure pork	26,720	26,542	31,092	*
Total cure pork	34,854	34,891	43,705	57,786
Total all pork	144,108	157,812	184,825	166,150
Other meats:				
Veal, frozen	10,949	9,281	8,024	11,655
Lamb and mutton, frozen	12,480	12,644	12,300	9,720
Canned meats in cooler	61,797	61,110	52,803	46,400
Total, all meats	400,278	402,809	420,617	370,883

On Oct. 31, 1960, the government held in cold storage outside of processors' hands, 2,301,000 lbs. of beef and 1,871,000 lbs. of pork. *Not reported separately prior to 1957.

Beef stocks, in keeping with the trend of the last two or three months, continued to increase, rising to 170,944,000 lbs. by the close of October. This volume represented an increase of about 9,000,000 lbs. since the end of September and about an 8,000,000-lb. increase over a year earlier and about 35,000,000 lbs. above average.

Fresh pork accounted for the October "shrink" in the total for that category of meats. The month's decrease amounted to about 14,000,000 lbs. on fresh stock, while a small increase took place in stocks of the cured and in-cure product. Total cold storage pork holdings on October 31 amounted to 144,108,000 lbs., down from 157,812,000 lbs. a month before, and were about 40,000,000 lbs. smaller than a year earlier, while the five-year average was 166,150,000 lbs.

Veal holdings increased moderately to 10,949,000 lbs. in October and were nearly 3,000,000 lbs. larger at the close than a year ago, but below average. Lamb and mutton stocks decreased slightly in October, but were a shade larger than a year ago and well above average.

USDA Closes On Ground Beef; Extends Buy Of Can Meat, Lard

The U. S. Department of Agriculture announced the purchase late last week of additional supplies of ground beef, canned beef and gravy for the school lunch program and of lard for distribution domestically to needy persons and institutions. The ground beef purchases amounted to 3,612,000 lbs. at a cost of \$1,425,000; the canned beef and gravy purchase was 5,768,100 lbs. at a cost of \$2,795,000 and the lard, 5,679,000 lbs., cost of \$811,000.

Prices paid the 14 successful bidders on the ground beef ranged from 38.98¢ to 39.69¢ per lb. The purchase program on ground beef ended at 46,410,000 lbs. for an aggregate cost of \$18,648,000. The 15 successful bidders on canned beef and gravy received prices ranging from 48.19¢ to 48.49¢ per lb. A total of 20,640,750 lbs. of canned beef and gravy has been bought by the government at a total cost of \$9,994,000 since October 13.

Prices paid for the 3,744,000 lbs. of lard packed in 1- and 2-lb. cartons ranged from 13.54¢ to 13.625¢ per lb., while the 1,935,000 lbs., of lard packed in 3-lb. tins cost 15.50¢ to 15.70¢ per lb. No more lard in 3-lb. tins will be bought under the current program.

PROCESSED MEATS . . . SUPPLIES

Nine-Month 1960 Meat Canning Up From Last Year

The canning industry has been packing meat in ever increasing volume in recent years. In the first nine months of this year, under federal inspection, volume rose to 1,292,800,000 lbs. for about a 5 per cent increase over last year's canning of 1,236,400,000 lbs. in the same period. Of nine-month 1960 volume, 1,244,600,000 lbs. were for civilian use and the balance for Department of Defense. In 1959, the civilian pack amounted to 1,178,900,000 lbs. Changes in packing of the various items ranged from minus percentage of 33 in the case of tongues to a plus of as much as 40, in the case of canned beef. Canning of ham rose by about 13 per cent to 221,400,000 lbs. from 196,000,000 lbs. in the first nine months of 1959, and by about 18 per cent over 1958 volume. Canning of luncheon meat declined this year, according to the list. Canned meat production under federal inspection by items (with the exception of soups) for the first nine months of selected years appears below in million pounds as follows:

Item	1960	1959	1958	Pct. change 1959	from 1958
Luncheon meat	218.9	224.2	208.0	- 2	+ 6
Canned hams	221.4	196.0	187.5	+13	+18
Beef hash	47.0	53.0	53.4	-11	-12
Chile con carne	99.8	95.2	101.2	+ 5	- 1
Vienna sausage	44.3	41.1	43.7	+ 8	+ 1
Franks & wieners	1.6	1.6	1.5	same	+ 7
Deviled ham	8.3	8.4	7.3	- 1	+14
Other potted or deviled	22.4	20.6	23.2	+ 9	- 3
Tamales	22.1	22.4	20.3	- 1	+ 9
Sliced dried beef	2.5	2.1	3.2	+19	-22
Chopped beef	5.8	7.3	5.7	-21	+ 2
Meat stew	83.3	73.2	74.5	+14	+12
Spaghetti meat products	87.9	93.9	78.1	- 6	+13
Tongue (not pickled)	1.0	1.5	1.5	-33	-33
Vinegar pickled products	20.2	17.6	17.1	+15	+18
Sausage	4.6	5.7	6.8	-19	-22
Canned beef	36.2	25.9	25.9	+40	+40
Sausage in oil	6.6	6.9	6.9	- 4	- 3
Tripe	3.1	3.1	3.3	same	- 6
Brains	1.7	1.8	1.8	- 6	- 6
Canned loins & picnics	29.9	25.5	26.2	+17	+14
All other, +20% meat	66.8	58.5	66.4	+14	+ 1
All other, -20% meat	208.6	193.5	205.8	+ 8	+ 1
Total 9 months	1,244.6	1,178.9	1,169.0	+ 5	+ 6
Including products for Department of Defense	1,292.8	1,236.4	1,211.7	+ 5	- 2

Source: Meat Inspection Division, ARS, U. S. Department of Agriculture

New Zealand Mutton Exports Expected To Drop This Year

A substantial decline in New Zealand's mutton production is expected in the 1960-61 season which began October 1. Official estimates are for about 133,000,000 lbs. to be exported this season compared with about 168,000,000 lbs. last season and 180,000,000 lbs. in 1958-59.

Sheep producers in the South Island have been forced by dry conditions to butcher relatively high percentages of ewes in the past two seasons, which has resulted in unusually larger supplies available for export. Stocks, consequently, have been reduced and exports to the U.S. are expected to fall next year.

Italy Extends Pork Import Ban

The temporary ban Italy imposed last June on imports of live hogs and pork, lard and certain other hog products, has been extended until December 31, 1960, the Foreign Agricultural Service has revealed. The ban was put into effect following complaints by domestic producers that imports had caused prices to decline sharply. However, even with the ban, FAS pointed out, live hog prices have declined as much as 30 per cent from 1959 levels, while retail prices on pork have continued to rise. Italy is not a large importer of pork products from the U.S.

DOMESTIC SAUSAGE

Pork sausage, bulk (f.o.b. Chgo.)	
in 1-lb. roll	33 @ 41½
Pork saus., sheep cas.,	55 @ 61
in 1-lb. package	61 @ 67½
Franks, sheep casing,	61 @ 67½
Franks, skinless	45 @ 52
Bologna, ring, bulk	48½ @ 55
Bologna, a.c., bulk	39 @ 41½
Smoked liver, a.c., bulk	37 @ 44½
Polish sausage self-	
service pack	61 @ 72
Smoked liver, n.c., bulk	51 @ 55½
New Eng. lunch spec.	62 @ 69
Olive loaf, bulk	47½ @ 53
Blood and tongue, n.c.	47½ @ 69
Blood, tongue, a.c.	45½ @ 65
Pepper loaf, bulk	50½ @ 64½
Pickle & pimento loaf	44½ @ 53
Bologna, a.c., sliced (delv'd)	
6, 7-oz. pack. doz.	2.65 @ 3.60
New Eng. lunch spec.,	
sliced, 6, 7-oz., doz.	4.05 @ 4.92
Olive loaf,	
sliced, 6, 7-oz., doz.	3.00 @ 3.84
P.L. sliced, 6-oz. doz.	2.85 @ 4.80
P&P loaf, sliced,	
6, 7-oz., dozen	2.85 @ 3.60

DRY SAUSAGE

(Sliced, 6-oz. pack. f.o.b., Chgo.)	
Cervelat, hog bungs	1.05 @ 1.07
Thuringer	60 @ 62
Farmer	87 @ 89
Holsteiner	79 @ 81
Salami, B.C.	99 @ 1.01
Salami, Genoa style	1.11 @ 1.13
Salami, cooked	51 @ 53
Pepperoni	90 @ 92
Sicilian	1.03 @ 1.05
Goteborg	91 @ 93
Mortadella	63 @ 65

CHGO. WHOLESALE SMOKED MEATS

Wednesday, Nov. 16, 1960	
Hams, to-be-cooked, (av.)	
14/16, wrapped	51
Hams, fully cooked,	
14/16, wrapped	52
Hams, to-be-cooked,	
16/18, wrapped	51
Hams, fully cooked,	
16/18, wrapped	52
Bacon, fancy, de-rind,	
8/10 lbs., wrapped	42
Bacon, fancy sq. cut, seed-	
less, 10/12 lbs., wrapped	41
Bacon, No. 1, sliced 1-lb.	
head seal, self-service, pkg.	52

SPICES

(Basis Chicago, original bar-	
rels, bags, bales)	
Whole Ground	
Allspice, prime	86 96
resifted	99 1.01
Chili pepper	58
Chili powder	58
Cloves, Zanzibar	60 65
Ginger, Jamaica	45 50
Mace, fancy Banda	3.50 3.90
East Indies	2.90
Mustard flour, fancy	43
No. 1	38
West Indies nutmeg	1.80
Paprika, American,	
No. 1	55
Paprika, Spanish,	
Med. prime, 34 in.	77
Cayenne pepper	63
Pepper:	
Red, No. 1	58
Black	73 78
White	90 97

SAUSAGE CASINGS

(Lel prices quoted to manu-
facturers of sausage)

Beef rounds: (Per set)	
Clear, 29/35 mm.	1.35 @ 1.40
Clear, 35/30 mm.	1.35 @ 1.50
Clear, 35/40 mm.	1.15 @ 1.40
Clear, 38/40 mm.	1.25 @ 1.60
Not clear, 40 mm./up	90 @ 95
Not clear, 40 mm./dn	80 @ 85
Beef weasands: (Each)	
No. 1, 24 in./up	15 @ 18
No. 1, 22 in./up	16 @ 18
Beef middles: (Per set)	
Ex. wide, 2½ in./up	3.75 @ 3.85
Spec. wide, 2½-2½ in.	2.75 @ 2.90
Spec. med. 1½-2½ in.	1.85 @ 1.95
Narrow, 1½ in./dn.	1.15 @ 1.20
Beef bung caps: (Each)	
Clear, 5 in./up	42 @ 46
Clear, 4½-5 inch	34 @ 38
Clear, 4-4½ inch	21 @ 23
Clear, 3½-4 inch	15 @ 17
Beef bladders, salted: (Each)	
7½ inch/up, inflated	22
6½-7½ inch, inflated	14
5½-6½ inch, inflated	14
Pork casings: (Per hank)	
29 mm./down	4.75 @ 5.10
29/32 mm.	4.75 @ 5.00
32/35 mm.	3.25 @ 4.35
35/38 mm.	2.50 @ 3.10
38/42 mm.	2.45 @ 2.60
Hog bungs: (Each)	
Sow, 34 inch cut	62 @ 64
Export, 34 in. cut	57 @ 59
Large prime, 34 in.	42 @ 44
Med. prime, 34 in.	30 @ 32
Small prime, 34 in.	16 @ 19
Middles, cap off	74 @ 76
Skip bungs	11 @ 12

Sheep casings: (Per hank)	
26/28 mm.	5.35 @ 5.45
24/26 mm.	5.25 @ 5.35
22/24 mm.	4.15 @ 4.25
20/22 mm.	3.65 @ 3.75
18/20 mm.	2.70 @ 2.80
16/18 mm.	1.35 @ 1.45

CURING MATERIALS

Nitrite of soda, in 400-lb. (Cwt.)	
bbis., del. or f.o.b. Chgo.	\$11.98
Pure refined gran. nitrate	
of soda, f.o.b. N.Y.	5.95
Pure refined powdered nitrate	
of soda, f.o.b. N.Y.	10.95
Salt, paper-sacked, f.o.b.	
Chgo. gran. carlots, ton	30.50
Rock salt in 100-lb.	
bags, f.o.b. whse., Chgo.	28.50
Sugar:	
f.o.b., spot, N.Y.	6.55
Refined standard cane	
gran., delv'd. Chgo.	9.47
Packers curing sugar, 100-	
lb. bags, f.o.b. Reserve,	
La., less 2%	8.80
Dextrose, regular:	
Cerelose, (carlots, cwt.)	7.76
Ex-warehouse, Chicago	7.91

SEEDS AND HERBS

(Lel., lb.)	Whole Ground
Caraway seed	30 35
Cominos seed	39 40
Mustard seed	
fancy	20
yellow Amer.	20
Oregano	37 46
Coriander,	
Morocco, No. 1	30 35
Marjoram, French	54 63
Sage, Dalmatian,	
No. 1	59 66

FRESH MEATS... Chicago and outside

CHICAGO

Nov. 15, 1960

CARCASS BEEF

Steers, gen. range: (carlots, lb.)	
Choice, 500/600	40 @ 40½
Choice, 600/700	40
Choice, 700/800	39
Good, 500/600	37½
Good, 600/700	37½
Bull	32
Commercial cow	28 @ 29
Canner-cutter cow	26¾

PRIMAL BEEF CUTS

Prime:	(lb.)
Tr. loins, 50/70 (lcl)	72 @ 95
Sq. chux, 70/90	37n
Armchux, 80/110	35
Ribs, 25/35 (lcl)	54 @ 58
Briskets, (lcl)	25 @ 26
Navels, No. 1	14½ @ 15½
Flanks, rough No. 1	15½
Choice:	
Hindqtrs., 5/700	49n
Foreqtrs., 5/800	32½ @ 33
Rounds, 70/90 lbs.	49½ @ 50
Tr. loins, 50/70 (lcl)	63 @ 74
Sq. chux, 70/90	37n
Armchux, 80/110	35
Ribs, 25/30 (lcl)	50 @ 53
Ribs, 30/35 (lcl)	50 @ 51
Briskets, (lcl)	25 @ 26
Navels, No. 1	14½ @ 15½
Flanks, rough No. 1	15½
Good (all wts.):	
Sq. chucks	36 @ 37
Rounds	46 @ 48
Briskets	23 @ 25
Ribs	44 @ 46
Loins, trim'd.	58 @ 60

COW, BULL TENDERLOINS

C&C grade, fresh (Job lots, lb.)	
Cow, 3 lbs./down	60 @ 65
Cow, 3/4 lbs.	65 @ 70
Cow, 4/5 lbs.	72 @ 78
Cow, 5 lbs./up	88 @ 95
Bull, 5 lbs./up	88 @ 95

CARCASS LAMB

Prime, 35/45 lbs.	38 @ 41
Prime, 45/55 lbs.	38 @ 41
Prime, 55/65 lbs.	37 @ 40
Choice, 35/45 lbs.	38 @ 41
Choice, 45/55 lbs.	38 @ 41
Choice, 55/65 lbs.	37 @ 40
Good, all wts.	34½ @ 39½

PACIFIC COAST WHOLESALE MEAT PRICES

	Los Angeles	San Francisco	No. Portland
FRESH BEEF (Carcass)	Nov. 15	Nov. 15	Nov. 15
Choice, 5-600 lbs.	\$38.00@40.00	\$40.00@41.00	\$39.50@42.00
Choice, 6-700 lbs.	37.00@39.00	38.00@40.00	39.00@41.50
Good, 5-600 lbs.	36.00@38.00	37.00@39.00	38.50@41.00
Good, 6-700 lbs.	35.00@37.00	35.00@37.00	38.00@40.00
Stand., 3-600 lbs.	34.00@36.00	35.00@37.00	35.00@38.00
COW:			
Commercial, all wts.	29.00@32.00	30.00@33.00	33.00@35.00
Utility, all wts.	27.50@29.00	27.50@30.00	31.00@33.00
Canner-cutter	25.00@27.50	25.00@27.50	27.00@31.00
Bull, util. & com'l.	36.00@39.00	36.00@38.00	36.00@38.00
FRESH CALF:			
Choice, 200 lbs./down	47.00@51.00	None quoted	40.00@44.00
Good, 200 lbs./down	42.00@47.00	39.00@42.00	38.50@42.00
LAMB (Carcass):			
Prime, 45-55 lbs.	38.00@41.00	38.00@41.00	35.00@38.00
Prime, 55-65 lbs.	38.00@38.00	37.00@39.00	None quoted
Choice, 45-55 lbs.	38.00@41.00	38.00@41.00	35.00@38.00
Choice, 55-65 lbs.	36.00@38.00	37.00@39.00	None quoted
Good, all wts.	35.00@39.00	35.00@39.00	34.00@37.00
FRESH PORK: (Carcass) (Packer style)			
135-175 lbs. U.S. No. 1-3	None quoted	None quoted	29.00@31.00
LOINS:			
8-12 lbs.	49.00@52.00	52.00@56.00	50.00@54.00
12-16 lbs.	49.00@52.00	48.00@53.00	50.00@54.00
PICNICS:			
4-8 lbs.	31.00@35.00	31.00@34.00	32.00@37.00
HAMS (Cured)			
12-16 lbs.	45.00@53.00	46.00@51.00	48.00@53.00
16-20 lbs.	43.00@50.00	43.00@47.00	47.00@52.00

BEEF PRODUCTS

Tongues, No. 1, 100's	31
Tongues, No. 2, 100's	27½
Hearts, regular, 100's	17½n
Livers, regular, 35/50's	20½n
Tripe, cooked, 100's	26n
Tripe, scalded, 100's	7½n
Lips, unsalted, 100's	12n
Lips, scalded, 100's	14
Melts	6½
Lungs, 100's	7½ @ 8
Udders, 100's	4¾n

FANCY MEATS

Beef tongues, (lb.)	
corned, No. 1	36
corned, No. 2	34
Veal breads, 6/12-oz.	113
12-oz./up	133
Calf tongues, 1-lb./dn.	26

BEEF SAUS. MATERIALS

FRESH

Canner-cutter cow meat, (lb.)	
barrels	39
Bull meat, boneless, barrels	44½
Beef trimmings, 75/85%, barrels	33
85/90%, barrels	36
Boneless chucks, barrels	38½ @ 39
Beef cheek meat, trimmed, barrels	30½n
Beef head meat, bbis.	27½
Veal trimmings, boneless, barrels	38 @ 39

VEAL SKIN-OFF

(Carcass prices, lcl., lb.)	
Prime, 90/120	50 @ 51
Prime, 120/150	50 @ 51
Choice, 90/120	45 @ 46
Choice, 120/150	45 @ 46
Good, 90/150	38 @ 40
Commercial, 90/190	32 @ 35
Utility, 90/190	27 @ 28
Cull, 60/120	24 @ 25

BEEF HAM SETS

Insides, 12/up, lb.	49 @ 49½
Outsides, 8/70, lbs.	48 @ 48½
Knuckles, 7½/up, lbs.	48½
n-nominal, b-bld, asked	

NEW YORK

Nov. 16, 1960

CARCASS BEEF AND CUTS

Prime steer:	(lcl., lb.)
Hinds, 6/700	51 @ 57
Hinds, 7/800	51 @ 56
Rounds, cut across, flank off	52 @ 56
Rds., dia. bone, f.o.	53 @ 56
Short loins, untrim.	72 @ 82
Short loins, trim.	102 @ 135
Flanks	16 @ 18
Ribs	52 @ 60
Arm chucks	39 @ 43
Briskets	27 @ 35
Plates	16 @ 20

Choice steer:	
Carcass, 6/700	43 @ 45
Carcass, 7/800	42½ @ 44
Carcass, 8/900	42 @ 43
Hinds, 6/700	51 @ 56
Hinds, 7/800	50 @ 56
Rounds, cut across, flank off	51 @ 55
Rds., dia. bone, f.o.	52 @ 55
Short loins, untrim.	58 @ 70
Short loins, trim.	80 @ 100
Flanks	15½ @ 18
Ribs	50 @ 58
Arm chucks	38 @ 42
Briskets	27 @ 34
Plates	15 @ 20

Good steer:	
Carcass, 5/600	40 @ 42
Carcass, 6/700	40½ @ 43
Hinds, 6/700	49 @ 54
Hinds, 7/800	48 @ 53
Rounds, cut across, flank off	50 @ 53
Rds., dia. bone, f.o.	51 @ 53
Short loins, untrim.	51 @ 59
Short loins, trim.	70 @ 80
Flanks	15 @ 17
Ribs	47 @ 54
Arm chucks	37 @ 41

PHILA. FRESH MEATS

Nov. 15, 1960

PRIME STEER:	(lcl., lb.)
Carcass, 5/700	44 @ 45½
Carcass, 7/900	43½ @ 45
Rounds, flank off	52 @ 55
Loins, full, untr.	54 @ 57
Loins, full, trim.	86 @ 90
Ribs, 7-bone	54 @ 58
Armchux, 5-bone	38 @ 39½
Briskets, 5-bone	26 @ 29
CHOICE STEER:	
Carcass, 5/700	43 @ 44½
Carcass, 7/900	41½ @ 44
Rounds, flank off	52 @ 55
Loins, full, untr.	48 @ 52
Loins, full, trim	65 @ 70
Ribs, 7-bone	50 @ 54
Armchux, 5-bone	38 @ 39
Briskets, 5-bone	26 @ 29
GOOD STEER:	
Carcass, 5/700	41 @ 42¾
Carcass, 7/900	40½ @ 42½
Rounds, flank off	50 @ 53
Loins, full, untr.	47 @ 50
Loins, full, trim.	64 @ 67
Ribs, 7-bone	46 @ 50
Armchux, 5-bone	37 @ 38
Briskets, 5-bone	26 @ 29
COW CARCASS:	
Comm'l. 350/700	30½ @ 32½
Utility 350/700	30 @ 32
Cat-cut 350/700	29 @ 31
VEAL CARC.: Choice	Good
60/90 lbs.	none 43 @ 45
90/120 lbs.	49 @ 52 44 @ 46
120/150 lbs.	49 @ 52 43 @ 45
LAMB CARC.: Prime	Choice
35/45 lbs.	40 @ 42 40 @ 42
45/55 lbs.	39 @ 41 39 @ 41
55/65 lbs.	38 @ 40 38 @ 40

CHGO. PORK SAUSAGE

MATERIALS—FRESH

Pork trimmings: (Job lots)	
40% lean, barrels	21
50% lean, barrels	22
60% lean, barrels	35
95% lean, barrels	39
Pork head meat	39
Pork cheek meat	33½
Pork cheek meat, untrimmed	31½

FANCY MEATS

Veal breads, 6/12-oz.	115
12-oz./up	133
Beef livers, selected	32
Beef kidneys	27
Oxtails, ¾-lb., frozen	21

VEAL SKIN-OFF

(Carcass prices, lcl., lb.)	
Prime, 90/120	52 @ 56
Prime, 120/150	51 @ 55
Choice, 90/120	45 @ 51
Choice, 120/150	44 @ 50
Good, 90/120	36 @ 40
Good, 120/150	37 @ 42
Choice calf, all wts.	34 @ 38
Good calf, all wts.	33 @ 36

CARCASS LAMB

Prime, 35/45	40 @ 44
Prime, 45/55	39 @ 43
Prime, 55/65	38 @ 41
Choice, 35/45	40 @ 44
Choice, 45/55	38½ @ 43
Choice, 55/65	38 @ 41
Good, 35/45	38 @ 41
Good, 45/55	38 @ 41
Good, 55/65	36 @ 40

(Carcass prices, lcl., lb.)	
Choice, 35/45	38 @ 43
Choice, 45/55	36 @ 42
Choice, 55/65	36 @ 40

CARCASS BEEF

(Carcass prices, lcl., lb.)

Steer, choice, 6/700	41½ @ 43
Steer, choice, 7/800	41 @ 42
Steer, choice, 8/900	40 @ 42
Steer, good, 6/700	37 @ 40
Steer, good, 7/800	37 @ 39
Steer, good, 8/900	36 @ 38

Phila., N. Y. Fresh Pork

PHILADELPHIA: (lcl., lb.)	
Loins, reg., 8/12	49 @ 52
Loins, reg., 12/16	47 @ 50
Boston butts, 4/8	36 @ 40
Spareribs, 3/dn.	38 @ 42
Hams, sknd., 10/12	45 @ 48
Hams, sknd., 12/14	44 @ 47
Picnics, s.s., 4/6	28½ @ 31
Picnics, s.s., 6/8	26½ @ 30
Bellies, 10/14	27½ @ 29

NEW YORK: (lcl., lb.)

Loins, reg., 8/12	48 @ 54
Loins, reg., 12/16	46½ @ 50
Hams, sknd., 12/16	45 @ 49
Boston butts, 4/8	35 @ 39
Spareribs, 3/dn.	38 @ 46

CHGO. FRESH PORK AND

PORK PRODUCTS

Nov. 15, 1960	
Hams, skinned, 10/12	46
Hams, skinned, 12/14	45
Hams, skinned, 14/16	42½
Picnics, 4/6 lbs.	25
Picnics, 6/8 lbs.	23½
Pork loins, boneless	30
Shoulders, 16/dn.	60
(Job lots, lb.)	
Pork livers	18
Tenderloins, fresh, 108/72	@ 75
Neck bones, bbis.	15
Feet, s.c., bbis.	8 @ 9

OMAHA, DENVER MEATS

(Carcass carlots, cwt.)	
Omaha, Nov. 16, 1960	
Choice steer, 6/700	\$39.00@39.25
Choice steer, 7/800	38.25@38.50
Choice steer, 8/900	37.25@37.50
Good steer, 6/800	36.75@37.25
Choice heifer, 5/700	37.00@37.25
Good heifer, 5/700	35.50@36.00
Cow, c-c & util.	26.75@27.00
Pork loins, 8/12	42.50@43.00
Boston butts, 4/8	32.50@33.00
Hams, sknd., 12/16	41.50@43.00
Denver, Nov. 16, 1960	
Choice steer, 6/700	38.50@39.00
Choice steer, 7/800	38.00@38.50
Choice steer, 8/900	37.00@37.50
Good steer, 6/800	34.50@37.50
Cow, utility	26.75@27.00
Cow, cutter	25.25

PORK AND LARD... Chicago and outside

CHICAGO PROVISION MARKETS

From the National Provisioner Daily Market Service

CASH PRICES

(Carlot basis, Chicago price zone, Nov. 16, 1960)

SKINNED HAMS

F.F.A. or fresh	Frozen
45	10/12
43 1/2	12/14
41	14/16
41	16/18
40 1/2	18/20
40 1/2	20/22
37	22/24
34 1/2	24/26
34	25/30
32	25/up, 2s in

BELLIES

F.F.A. or fresh	Frozen
30 1/2 n	6/8
30 1/2	8/10
27	10/12
25 1/2	12/14
22 1/2	14/16
22 1/2	16/18
22 1/4	18/20

D.S. BRANDED BELLIES (CURED)

n.q.	20/25
n.q.	25/30

G.A.s, fresh, frozen

20a	20/25
19a	25/30
18a	30/35
16 1/2 a	35/40
15 1/2 a	40/50

D.S. clear

23n	20/25
22 1/2 n	25/30
20n	30/35
19 1/2	35/40
15 1/2	40/50

FAT BACKS

Frozen or fresh	Cured
8 1/2 n	6/8
9 1/2 n	8/10
12n	10/12
12 1/2 n	12/14
13 1/2 n	14/16
13 1/2 n	16/18
13 1/2 n	18/20
13 1/2 n	20/25

OTHER CELLAR CUTS

15	Sq. Jowls, boxed
13	Jowl Butts, loose
13 1/2 n	Jowl Butts, boxed

Frozen or fresh

15	Sq. Jowls, boxed
13	Jowl Butts, loose
13 1/2 n	Jowl Butts, boxed

HIGHER LIVE MARKET CUTS MARGINS

(Chicago costs, credits and realizations for Monday and Tuesday)

Gains in cut-out margins of the past few weeks were about wiped out during this week's shifts in prices. Lean cuts generally, averaged somewhat below last week's levels, while on the other hand, fats cuts worked upward. However, the sharply higher live hog market nullified any of the small markups on pork.

	Value	Value	Value
	per cwt. alive	per cwt. fin. yield	per cwt. fin. yield
Lean cuts	\$12.46	\$17.97	\$11.87
Fat cuts, lard	5.14	7.39	5.15
Ribs, trimmings, etc.	2.12	3.09	2.00
Cost of hogs	18.00	18.13	18.13
Condemnation loss	.08	.08	.08
Handlings, overhead	2.64	2.40	2.40
TOTAL COST	20.72	29.81	20.61
TOTAL VALUE	19.72	28.45	19.02
Cutting margin	-1.00	-1.46	-1.59
Margin last week	.16	-.23	-.69

PACIFIC COAST WHOLESALE LARD PRICES

	Los Angeles Nov. 15	San Francisco Nov. 15	No. Portland Nov. 15
1-lb. cartons	15.50@16.00	16.00@18.00	14.00@18.00
50-lb. cartons & cans	14.75@16.00	16.00@17.00	None quoted
Tierces	13.50@15.00	15.00@16.00	13.00@15.00

PACKERS' WHOLESALE

LARD PRICES

	Wednesday, Nov. 16, 1960
Refined lard, drums, f.o.b. Chicago	\$14.00
Refined lard, 50-lb. fiber cubes, f.o.b. Chicago	13.50
Kettle rendered, 50-lb. tins, f.o.b. Chicago	15.00
Leaf, kettle rendered, drums, f.o.b. Chicago	15.00
Lard flakes	14.75
Standard shortening, North & South, delivered	19.50
Hydrogenated shortening, N. & S., drums, del'vd.	19.75

WEEK'S LARD PRICES

	P.S. or Dry	Ref. in
	D.R. rend.	50-lb. tins
	cash loose	ties
	(Bd. Trd.)	(Open Trd.)
Nov. 11	10.05n	10.37
Nov. 14	9.90n	10.37
Nov. 15	9.90n	10.37
Nov. 16	9.90n	10.37
Nov. 17	11.00n	10.25

Note: add 1/2¢ to all prices ending in 2 or 7.
a-nominal, a-asked, b-bid

Meat Prices Up More

Meat prices, working upward for the second consecutive week, posted an average wholesale index of 96.00 in the week ended November 8, according to the Bureau of Labor Statistics. Meanwhile, the average wholesale price index on the general list of consumer goods held steady at 119.4. The same indexes for the corresponding period last year were 92.7 and 119.2 per cent, respectively.

VEGETABLE OILS

	Wednesday, Nov. 16, 1960
Crude cottonseed oil, f.o.b. Valley	9 1/2 @ 10
Texas	9 1/2 @ 10
Southeast	10n
Corn oil in tanks, f.o.b. mills	14
Soybean oil, f.o.b. Decatur	10n
Coconut oil, f.o.b. Pacific Coast	12 1/2 n
Peanut oil, f.o.b. mills	14n
Cottonseed foots: Midwest, West Coast	1 1/2
East	1 1/2
Soybean foots: Midwest	1 1/2

OLEOMARGARINE

	Wednesday, Nov. 16, 1960
White domestic vegetable, 30-lb. cartons	22
Yellow quarters, 30-lb. cartons	24 1/2
Milk churned pastry, 750-lb. lots, 30's	24 1/2
Water churned pastry, 750-lb. lots, 30's	23 1/2
Bakers, drums, tons	18 1/4 @ 19 1/2

OLEO OILS

Prime oleo stearine, bags	11 1/2
Extra oleo oil (drums)	16
Prime oleo oil (drums)	15 1/2

N. Y. COTTONSEED OIL CLOSINGS

Closing cottonseed oil futures in New York were as follows:
Nov. 11-Dec., 12.05-04; Mar., 12.19-20; May, 12.33-32; July, 12.39-40; Sept., 12.24b-25a, and Oct., 12.23b-26a.
Nov. 14-Nov., open 11.90b; Dec., 11.79; Mar., 11.88-86; May, 12.03; July, 12.12; Sept., 11.99-98, and Oct., 11.95b-12.05a.
Nov. 15-Nov., open 11.60; Dec., 11.85b-86a; Mar., 11.92; May, 12.05b-07a; July, 12.15; Sept., 12.00b-09a, and Oct., 11.97b-12.05a.
Nov. 16-Dec., 11.92b-93a; Mar., 11.98-97; May, 12.11; July, 12.21; Sept., 12.06-10a; Oct., 12.04b-06a, and Dec., 11.90b.
Nov. 17-Dec., 12.07-09; Mar., 12.13-14; May, 12.22; July, 12.31-32; Sept., 12.12b-20a; Oct., 12.13b-16a, and Dec., 11.95b.
a-asked, b-bid.

LARD FUTURES PRICES

(Drum contract basis)

FRIDAY, NOV. 11, 1960

	Open	High	Low	Close
Nov. 10	10.10	10.15	10.05	10.05b
Dec. 11	11.15	11.40	11.15	11.40
Jan. 10	10.95	11.17	10.95	11.17a
Mar. 11	11.00	11.12	10.97	11.12b
May 11	11.35	11.45	11.35	11.45

Sales: 320,000 lbs.

Open interest at close, Thurs., Nov. 10: Nov., 13; Dec., 251; Jan., 8; Mar., 57 and May, 60 lots.

MONDAY, NOV. 14, 1960

	Nov.	9.90	9.90	9.85	9.90
Dec.	11.40	11.40	11.17	11.17	
Jan.	11.07	11.07	10.97	10.97a	
Mar.	11.05	11.05	10.92	10.92a	
May				11.25a	

Sales: 1,160,000 lbs.

Open interest at close, Fri., Nov. 11: Nov., 13; Dec., 242; Jan., 84; Mar., 58, and May, 60 lots.

TUESDAY, NOV. 15, 1960

	Nov.	10.00	10.05	9.90	9.90b
Dec.	11.12	11.25	11.12	11.20a	
Jan.	10.97	11.00	10.97	11.00a	
Mar.	10.85	10.95	10.85	10.85	
May	11.15	11.25	11.15	11.25a	

Sales: 1,000,000 lbs.

Open interest at close, Mon., Nov. 14: Nov., 12; Dec., 239; Jan., 8; Mar., 61, and May, 60 lots.

WEDNESDAY, NOV. 16, 1960

Dec.	11.20	11.20	11.07	11.07
Jan.	10.90	10.92	10.90	10.90
Mar.	10.80	10.85	10.80	10.82
May	11.20	11.20	11.15	11.15

Sales: 1,800,000 lbs.

Open interest at close, Tues., Nov. 15: Nov., 9; Dec., 237; Jan., 8; Mar., 61, and May, 59 lots.

THURSDAY, NOV. 17, 1960

Dec.	11.02	11.12	10.97	11.12a
Jan.	10.77	10.90	10.70	10.90a
Mar.	10.70	10.85	10.70	10.85
May	11.15	11.15	11.15	11.15

Sales: 2,200,000 lbs.

Open interest at close, Wed., Nov. 16: Dec., 233; Jan., 80; Mar., 58, and May, 58 lots.

HOG-CORN RATIO WIDENS

The spread between hog prices and the cost of corn for last week was the broadest in about two and one-half years. Hog prices, basis Chicago, were not the highest of the year, whereas the price of No. 3 yellow corn averaged 98.9¢ per bu., the lowest in a long time. Consequently, the hog-corn ratio for the week rose to 17.7, the highest in well over two years. The ratio for the same week last year was 11.6 and the corn price \$1.113 per bu. Traditionally, farmers have used the ratio as a yardstick on which to base production plans. A new rise in hog numbers appears likely in the coming months.

CHICAGO LARD STOCKS

Stocks of drummed lard in Chicago were reported in pounds by the Board of Trade, as follows:

	Nov. 11	Nov. 13
P.S. lard (a)	1960	1959
P.S. lard (b)	2,637,745	1,679,697
D.R. lard (a)	680,120	3,619,258
TOTAL LARD	3,317,865	5,498,955
(a) Made since Oct. 1, 1960.		
(b) Made previous to Oct. 1, 1960.		

BY-PRODUCTS...FATS AND OILS

BY-PRODUCTS MARKET

(F.O.B. Chicago, unless otherwise indicated)
Wednesday, Nov. 16, 1960

BLOOD

Unground, per unit of ammonia, bulk 4.50n

DIGESTER FEED TANKAGE MATERIALS

Wet rendered, unground, loose
Low test 5.25n
Med. test 4.75n
High test 4.50n

PACKINGHOUSE FEEDS

50% meat, bone scraps, bagged	Carlots, ton	\$65.00@ 72.50
50% meat, bone scraps, bulk		62.50@ 65.00
60% digester tankage, bagged		67.50@ 75.00
60% digester tankage, bulk		65.00@ 67.50
80% blood meal, bagged		90.00@ 110.00
Steam bone meal, 50-lb. bags		
(specially prepared)		90.00
60% steam bone meal, bagged		72.50@ 75.00

FERTILIZER MATERIALS

Feather tankage, ground,
per unit ammonia (85% prot) *3.25
Hoof meal, per unit ammonia .. 16.75@ 7.00

DRY RENDERED TANKAGE

Low test, per unit protein 1.15@ 1.20n
Medium test, per unit prot. 1.10@ 1.15n
High test, per unit prot. 1.05@ 1.10n

GELATIN AND GLUE STOCKS

Bone stock, (gelatin), ton	13.50
Jaws, feet (non-gel), ton	1.00@ 3.00
Trim bone, ton	3.00@ 7.00
Pigskins (gelatin), lb.	7 1/2@ 7 1/2
Pigskins (rendering) piece	7 1/2@ 12 1/2

ANIMAL HAIR

Winter coil, dried, c.a.f. midwest, ton	80.00@ 85.00
Winter coil, dried, midwest, ton	70.00@ 75.00
Cattle switches, piece	1 1/2@ 2 1/2
Winter processed (Nov.-Mar.) gray, lb.	15@ 20

TALLOW and GREASES

Wednesday, Nov. 16, 1960

A moderate trade developed late last week and at steady to fractionally higher prices. Bleachable fancy tallow sold at 5 3/4¢, prime tallow at 5 3/8@5 1/2¢, special tallow at 5¢, and No. 1 tallow and yellow grease at 4 1/2¢, c.a.f. Chicago. Bleachable fancy tallow met buying interest at 6@6 1/8¢, c.a.f. New York, and the outside price was for high titre stock. Choice white grease, all hog, was bid at 7 1/4¢, c.a.f. Chicago, and at 8 1/4¢, delivered New York; sellers asked 1/4@1/2¢ higher. Last reported trading on edible tallow was at 9¢, f.o.b. River, and at 9 5/8¢, c.a.f. Chicago.

The inedible fats market maintained its firm undertone as the new week got under way. Some choice white grease, all hog, traded at 8 3/8¢, and later at 8 3/4¢, c.a.f. East; the same material met buying interest at 7 1/2@7 3/4¢, Chicago, stock and shipment considered. Bleachable fancy tallow was bid at 6 1/8@6 1/4¢, c.a.f. East, and again the price depended on stock.

Some prime tallow traded at 5 3/8¢,

c.a.f. Chicago, and the same price was bid for more. In good movement, edible tallow changed hands at 9 5/8¢, c.a.f. Chicago. Bleachable fancy tallow was bid at 5 3/4¢, c.a.f. Chicago, but it was offered 1/8¢ higher. Other inedible items were sought at the last trading levels, but producers asked fractionally higher prices.

A good movement of choice white grease, all hog, was reported at mid-week, with the price at 8 3/4¢, c.a.f. East, for prompt and deferred shipment. Bleachable fancy tallow sold at 5 3/4¢, and prime tallow at 5 3/8¢, c.a.f. Chicago. Further buying inquiry was steady on additional tanks, but sellers asked 1/8@1/4¢ higher. Special tallow was bid early at 4 7/8@5¢, and later some trading took place at the outside price, c.a.f. Chicago. Edible tallow sold at 9¢, f.o.b. River point, a few tanks involved. Bleachable fancy tallow was bid at 6 1/8@6 1/4¢, c.a.f. East; price depended on stock. Yellow grease met reported inquiry at 4 1/2¢, c.a.f. Chicago.

TALLOW: Wednesday's quotations: edible tallow, 9¢, f.o.b. River, and 9 5/8¢, Chicago basis; original fancy tallow, 6¢; bleachable fancy

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tallow, 5½¢; prime tallow, 5½¢; special tallow, 5¢; No. 1 tallow, 4½¢, and No. 2 tallow, 3⅞¢@4¢.

GREASES: Wednesday's quotations: choice white grease, all hog, 7¼¢; B-white grease, 5¢; yellow grease, 4½¢, and house grease was quoted at 4⅞¢@4¼¢.

EASTERN BY-PRODUCTS

New York, Nov. 16, 1960

Dried blood was quoted today at \$3.50@3.75 per unit of ammonia. Wet rendered tankage was listed a \$4@4.25 per unit of ammonia and dry rendered tankage was quoted at \$1 per protein unit.

Uruguay Encourages Tallow Imports; Lifts Surcharges

Uruguay, faced with a shortage in her domestic supply of tallow, recently lifted surcharges on such imports. Soap manufacturers in that country have since that time, imported about 2,000 tons of tallow, 1,000 tons of which came from the United States. It is anticipated that requirements will reach 6,000 tons by the end of the year and the U.S. may gain a considerable portion of that market.

The National Renderers Association has been active in developing foreign markets. Working in cooperation with the Foreign Agricultural Service, it has had trade delegations in a number of countries. Their efforts in Japan were highly successful and led to a large increase in the export of tallow and oil. Delegations to Europe also met with much success in increasing exports to that area, especially to Italy and the Netherlands.

Other delegations to Central and South America found an existing demand for tallow, but also found that certain trade barriers established in various countries made trading difficult. It is likely, with Uruguay lifting restrictions, other nations may follow in order to avail themselves of the tallow which is in surplus supply in the U.S. and currently selling at a depressed price.

CANADIAN SLAUGHTER

Inspected slaughter of livestock in Canada in October, 1960-59, as reported by the Canadian Department of Agriculture:

	Oct. 1960	Oct. 1959
Cattle	161,756	150,097
Calves	58,512	50,102
Hogs	441,490	590,721
Sheep	104,561	102,486

Average dressed weights of livestock were as follows:

	Oct. 1960	Oct. 1959
Cattle	512.9 lbs.	504.8 lbs.
Calves	162.4 lbs.	160.4 lbs.
Hogs	164.8 lbs.	159.2 lbs.
Sheep	43.0 lbs.	44.1 lbs.

CHICAGO HIDES

Wednesday, Nov. 16, 1960

BIG PACKER HIDES: With bookings to tanning subsidiaries included, major packers moved about 125,000 hides last week.

Northern branded cows sold at 11½¢, with some Southwestern product at 11½¢, and also few others at 12¢, all steady. Heavy native cows sold well at 13¢, steady. Light native cows, St. Paul types, were up ½¢ at 15¢, as were Milwaukee's at 15½¢, Des Moines-Evansville's at 16¢, St. Joseph stock at 16½¢, and Kansas City's at 17¢. Last week also 8,000 N.S. Yards' fleshed light native cows sold at 19½¢. About 4,000 Ft. Worth light native cows and ex-light native steers brought 27¢. Late Friday, Kansas City and Omaha bulls traded at 9½¢ and 8½¢, natives and brands, respectively.

The new week opened on a quiet note. On Tuesday, a firm undertone was apparent as inquiries were more evident. Offerings were limited, however. Fremont heavy native steers sold at 13¢, up 1¢. The market was firm on Wednesday and all selections, with the possible exception of bulls, which were bid ½¢ over last volume trading. Packers, however, were holding out for a 1¢ advance and no action was reported.

SMALL PACKER AND COUNTRY HIDES: An improved undertone was evident in this category reflecting the trend on the big packer market. Midwestern small packer allweights, 50/52-lb. average, were reported available at 13@13½¢, f.o.b. basis. The 60/62-lb. average were stronger at 11@11½¢. Country hides also improved. Locker-butcher 50/52-lb. average's were quoted at 11@11½¢ nominal, at midweek. Same average renderers were reported available at 10@10½¢, f.o.b. shipping points. No. 3 hides of 52-lb. average were quoted at 8¢ nominal. Choice trimmed Northern horsehides held steady at 7.75@8.00, f.o.b. shipping points, as did ordinary lots at 5.50@5.75.

CALFSKINS AND KIPSKINS:

Last reported trading on the big packer market involved St. Louis kips at 44¢, steady. River overweights were steady at 34¢ nominal. Last trading in calf involved Cleveland lights and heavies at 52½¢ and 55¢, respectively. Small packer all-weight calf held steady at 40@41¢ nominal, as did allweight kips at 31@32¢. Country calf was quoted at 25@27¢, for allweights. Allweight kips were quoted at 22@23¢ nominal, with some Southwestern's held

2¢ higher. Regular slunks were quoted at 1.30 nominal, awaiting next volume trading.

SHEEPSKINS: Sales of shearlings this week were mostly at steady prices. Northern-River No. 1's sold at .75@.90, while No. 2's held steady at .50@.65. Southwestern product was mostly steady. No. 1's were bid at 1.25@1.35, and No. 2's mostly at .85@.90. Fall clips moved mostly at 1.25@1.30. November Midwestern lamb pelts last brought 2.00@2.25 per cwt., liveweight basis, steady. Full wool dry pelts were slow at .20 Chicago. Pickled skins were about steady as lambs held at 9.00 and sheep at 11.00@11.50 per dozen.

CHICAGO HIDE QUOTATIONS

PACKER HIDES

	Wednesday, Nov. 16, 1960	Cor. date 1959
Lgt. native steers	16½¢@17n	18½¢@19n
Hvy. nat. steers	12½¢@13n	13¢@13½
Ex. lgt. nat. steers	17½¢@18n	20¢
Butt-brand. steers	11n	12
Colorado steers	10n	11½
Hvy. Texas steers	10½n	12n
Light Texas steers	14½n	16½n
Ex. lgt. Texas steers	15½¢@16n	18½n
Heavy native cows	13½n	14½
Light nat. cows	15½¢@16½	18¢@18½n
Branded cows	11½¢@12n	13¢@13½n
Native bulls	9½¢@10n	11n
Branded bulls	8½¢@9n	10n
Calfskins:		
Northern, 10/15 lbs.	55n	45n
10 lbs./down	52½n	57½n
Kips, Northern native,		
15/25 lbs.	44n	37½n

SMALL PACKER HIDES

STEERS AND COWS:			
60/62-lb. avg.	11	@ 11½n	11½¢@12½n
50/52-lb. avg.	13	@ 13½n	13½¢@14n

SMALL PACKER SKINS

Calfskins, all wts.	40	@ 41n	35	@ 38n
Kipskins, all wts.	31	@ 32n		30n

SHEEPSKINS

Packer shearlings:				
No. 1	.75@	.90	1.75@	2.00n
No. 2	.50@	.65	1.00@	1.30n
Dry Pelts		20n		21n
Horsehides, untrim.	8.00@	8.25n	11.00@	11.50n
Horsehides, trim.	7.75@	8.00n	10.50@	11.00n

N. Y. HIDE FUTURES

Friday, Nov. 11, 1960

	Open	High	Low	Close
Jan.	14.40b	14.84	14.62	14.80-.84
Apr.	14.60	14.81	14.60	14.75b-.80a
July	14.63b	14.82	14.75	14.75b-.85a
Oct.	14.70b			14.80b-.90a
Jan.	14.70b	14.95	14.95	14.85b-.95a

Sales: 47 lots.

Monday, Nov. 14, 1960

Jan.	14.70b	14.80	14.78	14.80b-.85a
Apr.	14.69b	14.79	14.70	14.70b-.75a
July	14.83	14.83	14.83	14.75b-.85a
Oct.	14.75b			14.80b-.88a
Jan.	14.70b			14.82b-.95a

Sales: 18 lots.

Tuesday, Nov. 15, 1960

Jan.	14.78	15.25	14.78	15.01
Apr.	14.70	15.00	14.70	14.76
July	14.70b	14.85	14.78	14.85
Oct.	14.75b			14.80b-.90a
Jan.	14.75b			14.80b-.95a

Sales: 48 lots.

Wednesday, Nov. 16, 1960

Jan.	15.00	15.27	15.00	15.15
Apr.	14.86b	14.97	14.90	14.90b-.95a
July	14.85b	15.08	15.00	14.90b-15.05a
Oct.	14.86b	14.90	14.90	14.90b-15.10a
Jan.	14.86b			14.95b-15.15a

Sales: 30 lots.

Thursday, Nov. 17, 1960

Jan.	15.20	15.50	15.20	15.30b-.45a
Apr.	14.95b	15.25	15.01	15.05
July	14.90b	15.25	15.25	15.05b-.20a
Oct.	15.00b	15.25	15.25	15.10b-.25a
Jan.	14.95b			15.10b-.25a

Sales: 32 lots.

LIVESTOCK MARKETS... Weekly Review

Cecil Ward, President of National Group, Sees Still Further Gains For Auction Markets

Members of the Arizona Livestock Markets Association, at a recent gathering in Phoenix, heard Cecil Ward, president of the national body, predict still further gains in the volume of livestock going through auction markets. He added that livestock auction markets are performing an essential service to the industry, which he described as the biggest and most important in America.

Gene Payne, president of the Arizona group, expressed confidence in the growth of auction markets in the southwest. "I firmly believe that our cattlemen will receive better prices than have prevailed when these cattle get the full benefit of competitive bidding and efficient salesmanship at our auction markets."

He pointed out that auction market owners are highly trained and experienced specialists in livestock marketing; that the growth of the markets and acceptance by producers and buyers depend entirely upon the value of the marketing services rendered.

Knox Co., Ill., Feedlot Observes 100th Year

The marketing recently in Chicago of a load of steers by Will Robson and K. J. Spring of Knox County, Ill., marked the 100th anniversary of the operation of the feedlot on the Robson farm. According to Robson, who feeds cattle in partnership with Spring, the feedlot could date even further back than a century, but records previous to 1860 are sketchy. His "century" load of steers averaged 1,220 lbs. and brought \$24 per cwt.

Sheep and Lambs On Feed in Seven States

Sheep and lambs on feed for market in seven major feeding states numbered 2,400,000 head on November 1, 1960, according to the Crop Reporting Board. Of the total number on feed 2,111,000 head, or 88 per cent, were placed on feed in September and October. The remaining 12 per cent were placed on feed before September 1. The breakdown of sheep and lambs on feed by weight groups was as follows: under 60 lbs., 127,000 head, or 5 per cent of the total; 60 to 79 lbs., 1,317,000 head, or 55 per cent; 80 to 99 lbs., 861,000 head, or 36 per cent, and over 100 lbs., 95,000 head, or 4 per cent.

STOCKER-FEEDER MOVEMENT OF CATTLE, SHEEP

Stocker and feeder cattle and sheep received in several north central states in September, 1959-60, as reported by the U. S. Department of Agriculture:

	CATTLE AND CALVES				Totals	
	P.S. Yards		Direct		July-September	September
	1959	1960	1959	1960		
Ohio	13,860	12,373	4,797	7,036	37,166	33,263
Indiana	20,158	23,476	34,015	44,551	87,025	131,508
Illinois	59,638	49,414	113,114	101,700	320,843	286,028
Michigan	6,533	8,285	4,480	6,164	19,077	23,904
Minnesota	19,640	23,940	59,345	74,665	151,399	161,736
Iowa	135,133	122,714	237,703	183,766	717,221	520,796
S. Dakota	8,846	8,777	6,581	9,301	39,600	43,279
Nebraska	47,961	40,113	84,060	66,528	253,587	219,034
Totals	311,769	289,092	544,095	493,711	1,625,918	1,419,548
Totals: September, 1959, 855,864; September, 1960, 782,803.						
	SHEEP AND LAMBS				Totals	
	P.S. Yards		Direct		July-September	September
	1959	1960	1959	1960		
Ohio	4,268	3,814	6,843	12,884	21,972	30,655
Indiana	9,564	2,818	2,476	12,420	36,352	31,301
Illinois	24,019	21,876	47,948	43,658	177,653	160,810
Michigan	2,618	455	550	4,711	7,544	10,421
Minnesota	27,027	26,612	44,707	70,282	120,826	161,201
Iowa	46,528	50,100	188,586	236,901	573,800	570,049
S. Dakota	9,611	12,892	9,469	22,072	66,750	82,980
Nebraska	47,483	51,743	81,839	148,935	196,883	338,714
Totals	171,118	170,310	382,418	551,863	1,201,780	1,386,131

Data in this report are obtained from state veterinarians. Under "public Stockyards" are included animals bought at stockyards. Under "Direct" are included stock from points other than public stockyards, some of which are inspected at public stockyards while stopping for feed, water, and rest en route.

LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five western markets on Tuesday, November 15, were reported by the Agricultural Marketing Service, Livestock Division, as follows:

HOOGS:	N.Y. Yds.	Chicago	Sioux City	Omaha	St. Paul
BARROWS & GILTS:					
U.S. No. 1:					
180-200	—	—	\$16.75-17.50	—	\$16.75-18.00
200-220	—	—	17.35-17.50	\$17.50-17.75	17.50-18.00
220-240	—	—	17.35-17.50	17.50-18.00	17.50-18.00
U.S. No. 2:					
180-200	—	—	16.75-17.50	—	17.50-18.00
200-220	—	—	17.35-17.50	—	17.50-18.00
220-240	—	—	17.35-17.50	—	17.50-18.00
240-270	—	—	17.25-17.50	—	—
U.S. No. 3:					
200-220	\$17.75-18.00	\$18.00-18.25	—	—	17.00-17.25
220-240	17.75-18.00	18.00-18.25	—	—	16.75-17.25
240-270	17.25-18.00	17.75-18.00	—	—	16.75-17.25
270-300	—	—	—	—	—
U.S. No. 1-2:					
180-200	18.00-18.25	18.00-18.75	16.75-17.50	16.50-17.50	16.75-18.00
200-220	18.00-18.25	18.50-18.75	17.35-17.50	17.50-17.75	17.50-18.00
220-240	18.00-18.25	18.50-18.75	17.35-17.50	17.50-18.00	17.50-18.00
U.S. No. 2-3:					
200-220	17.75-18.10	18.25-18.50	17.25-17.35	17.25-17.50	17.00-17.50
220-240	17.75-18.10	18.00-18.50	17.25-17.35	17.25-17.50	17.00-17.50
240-270	17.25-18.00	18.00-18.25	17.00-17.35	17.00-17.50	16.75-17.50
270-300	—	—	16.50-17.25	16.50-17.25	—
U.S. No. 1-2-3:					
180-200	17.85-18.10	17.75-18.75	16.75-17.50	16.25-17.25	16.75-17.50
200-220	17.85-18.10	18.50-18.75	17.25-17.50	17.25-17.50	17.00-17.50
220-240	17.75-18.10	18.25-18.75	17.25-17.50	17.25-17.50	17.00-17.50
240-270	17.35-18.10	18.00-18.25	17.25-17.50	17.25-17.50	16.75-17.50
SOWS:					
U.S. No. 1-2-3:					
180-270	16.25-16.50	—	—	16.00-16.50	—
270-330	16.00-16.50	—	15.50-16.00	15.75-16.50	15.75-16.00
330-400	15.00-16.50	14.75-16.25	14.75-15.50	14.75-15.75	14.50-15.75
400-550	13.75-15.25	13.75-15.00	13.50-15.50	14.00-15.25	13.25-15.00

SLAUGHTER CATTLE & CALVES:

STEERS:					
Prime:					
900-1100	—	26.50-27.50	25.75-26.25	—	—
1100-1300	—	25.50-27.50	25.50-26.25	25.75-26.75	—
1300-1500	—	25.25-27.50	24.75-26.00	24.50-26.50	—
Choice:					
700-900	24.75-26.25	—	—	—	24.00-25.75
900-1100	25.25-26.75	25.25-26.75	24.25-25.75	24.25-26.00	24.00-26.00
1100-1300	25.25-26.75	24.75-26.75	24.25-25.75	24.00-26.00	23.75-26.00
1300-1500	24.00-26.50	24.00-26.50	23.50-25.75	23.25-25.75	23.50-25.25
Good:					
700-900	22.00-25.25	23.75-25.25	21.75-24.25	21.75-24.25	22.00-24.00
900-1100	22.50-25.25	23.75-25.25	21.75-24.25	21.75-24.50	22.00-24.00
1100-1300	22.50-25.25	23.50-25.25	21.50-24.25	21.50-24.25	22.00-24.00
Standard:					
all wts.	19.00-22.50	21.50-23.75	19.75-21.75	19.50-21.75	18.50-22.00
Util./std., all wts. ..	16.00-19.00	19.50-21.50	18.00-19.75	18.00-19.50	16.50-18.50
HEIFERS:					
Prime:					
900-1100	—	25.25-25.50	24.50-25.00	24.25-25.00	—
Choice:					
700-900	24.00-25.25	23.75-25.25	23.00-24.50	23.00-24.50	23.00-24.75
900-1100	23.75-25.25	23.75-25.25	23.00-24.50	22.75-24.50	23.00-25.00
Good:					
600-800	22.25-24.00	—	20.75-23.00	20.00-23.00	21.50-23.00
800-1000	21.75-24.00	22.00-23.75	20.75-23.00	20.00-23.00	21.50-23.00
Standard:					
all wts.	17.75-22.00	19.00-22.00	19.00-20.75	18.50-20.00	18.00-21.50
Utility, all wts. ..	15.00-17.75	15.50-19.00	17.00-19.00	17.00-18.50	16.00-10.00

COWS, All wts.:					
Commercial	14.50-16.00	13.50-16.00	14.75-16.00	15.00-16.00	14.50-15.00
Utility	13.50-14.50	13.00-15.00	13.00-15.00	13.00-15.25	13.00-14.50
Cutter	12.00-14.00	12.75-14.25	12.00-13.25	12.00-13.25	11.50-13.00
Canner	9.50-12.50	11.00-12.75	11.00-12.25	11.00-12.25	10.50-11.50
BULLS (Yrsl. Excl.) All weights:					
Commercial	17.00-18.00	16.75-19.50	17.00-18.00	16.00-19.00	17.50-18.50
Utility	16.00-17.00	17.00-19.25	17.00-18.00	16.00-18.50	17.50-19.00
Cutter	13.50-16.50	16.00-17.50	15.50-17.00	14.50-16.00	14.50-17.50
VEALERS: All weights:					
Ch. & pr.	30.00	25.00	—	23.00	26.00-31.00
Std. & gd.	18.00-27.00	16.00-21.00	—	15.00-20.50	18.00-26.00
CALVES (500 lbs. down):					
Choice	22.00-25.00	—	—	—	20.00-22.00
Std. & gd.	15.00-22.00	—	—	—	15.00-20.00

SHEEP & LAMBS:					
LAMBS (110 lbs. down):					
Prime	17.00-17.50	18.00-18.50	17.50	—	17.00-17.25
Choice	15.50-17.00	17.00-18.50	17.00-17.50	17.00-17.50	15.50-17.00
Good	14.50-15.50	15.00-17.00	16.00-17.00	15.00-17.00	14.50-15.50
LAMBS (105 lbs. down, shorn):					
Prime	16.50	17.00-17.50	—	—	—
Choice	16.00	16.50-17.50	16.25-17.00	16.25-17.25	—
Good	16.00	14.50-16.75	—	15.00-16.50	—
EWES:					
Gd. & ch.	3.00-4.50	4.50-5.00	2.50-3.50	3.25-4.50	3.75-4.00
Cull & util.	3.50-5.75	4.00-5.00	3.25-4.75	3.00-5.25	3.00-3.75

CORN BELT DIRECT TRADING

Des Moines, Nov. 16—Prices on hogs at 14 plants and about 30 concentration yards in interior Iowa and southern Minnesota, as quoted by the USDA:

BARROWS & GILTS:

U.S. No. 1, 200-220	16.75@17.50
U.S. No. 1, 220-240	16.65@17.40
U.S. No. 2, 200-220	16.50@17.00
U.S. No. 2, 220-240	16.50@17.00
U.S. No. 2, 240-270	16.20@16.90
U.S. No. 3, 200-220	16.10@16.75
U.S. No. 3, 220-240	16.10@16.75
U.S. No. 3, 240-270	15.80@16.65
U.S. No. 3, 270-300	15.35@16.30
U.S. No. 1-2, 200-220	16.65@17.25
U.S. No. 1-2, 220-240	16.65@17.25
U.S. No. 2-3, 200-220	16.25@17.00
U.S. No. 2-3, 220-240	16.25@16.90
U.S. No. 2-3, 240-270	16.00@16.80
U.S. No. 2-3, 270-300	15.65@16.50
U.S. No. 1-3, 180-200	15.25@17.00
U.S. No. 1-3, 200-220	16.50@17.00
U.S. No. 1-3, 220-240	16.50@17.00
U.S. No. 1-3, 240-270	16.20@16.90

SOWS:

U.S. No. 1-3, 270-330	14.60@15.90
U.S. No. 1-3, 330-400	13.85@15.00
U.S. No. 1-3, 400-550	12.35@14.65

Corn Belt hog receipts, as reported by the USDA:

	This week	Last week	est. actual	actual
Nov. 10	73,000	75,000	102,000	102,000
Nov. 11	37,000	78,000	79,000	79,000
Nov. 12	38,000	31,000	33,000	33,000
Nov. 14	78,000	68,000	77,000	77,000
Nov. 15	90,000	64,000	85,000	85,000
Nov. 16	75,000	78,000	72,000	72,000

LIVESTOCK PRICES AT ST. JOSEPH

Livestock prices at St. Joseph, Tuesday, Nov. 15, were as follows:

CATTLE:	Cwt.
Steers, choice	\$24.00@25.75
Steers, good	22.50@23.75
Heifers, gd. & ch.	22.50@24.00
Cows, util. & com'l.	13.00@16.00
Cows, can. & cut.	11.00@13.00
Bulls, util. & com'l.	15.00@17.00

VEALERS:

Good & choice	20.00@23.00
Calves, gd. & ch.	18.00@20.00

BARROWS & GILTS:

U.S. No. 3, 220/240	17.25@17.50
U.S. No. 3, 240/270	17.00@17.50
U.S. No. 3, 270/300	16.75@17.15
U.S. No. 1-2, 180/200	17.25@17.75
U.S. No. 1-2, 200/220	17.75@18.25
U.S. No. 1-2, 220/240	17.75@18.00
U.S. No. 2-3, 200/220	17.25@17.50
U.S. No. 2-3, 220/240	17.25@17.50
U.S. No. 2-3, 240/270	17.00@17.50
U.S. No. 1-3, 180/200	17.10@17.75
U.S. No. 1-3, 200/220	17.25@17.75
U.S. No. 1-3, 220/240	17.25@17.75
U.S. No. 1-3, 240/270	17.15@17.75

SOWS, U.S. No. 1-3:

270/330 lbs.	15.75@16.50
330/400 lbs.	15.25@16.00
400/550 lbs.	14.25@15.25

LAMBS:

Choice & prime	17.00@17.50
Good & choice	16.00@17.00

LIVESTOCK PRICES AT DENVER

Livestock prices at Denver on Tuesday, Nov. 15, were as follows:

CATTLE:	Cwt.
Steer, choice	\$24.00@25.40
Steer, good	22.50@24.00
Heifers, gd. & ch.	22.00@23.50
Cows, utility	14.00@16.00
Cows, can. & cut.	11.50@13.50

BARROWS & GILTS:

U.S. No. 1-2, 200/235	17.75@18.00
U.S. No. 1-3, 190/250	17.50@18.00
U.S. No. 2-3, 200/260	17.00@17.50

SOWS, U.S. No. 1-3:

215/325 lbs.	15.75@16.25
350/450 lbs., No. 2	14.00@15.00

LAMBS:

Choice	17.00@17.50
Good & choice	none qtd.

LIVESTOCK PRICES AT INDIANAPOLIS

Livestock prices at Indianapolis, Tuesday, Nov. 15, were as follows:

CATTLE:	Cwt.
Steers, choice	25.00@26.50
Steers, good	23.00@24.50
Heifers, gd. & ch.	22.50@25.00
Cows, util. & com'l.	12.50@14.50
Cows, can. & cut.	10.50@13.50
Bulls, util. & com'l.	16.00@19.00

VEALERS:

Choice & prime	29.00@30.00
Good & choice	25.00@29.00
Calves, gd. & ch.	18.00@23.50

BARROWS & GILTS:

U.S. No. 1, 200/240	18.65@18.75
U.S. No. 3, 200/220	18.25@18.35
U.S. No. 3, 220/240	18.00@18.35
U.S. No. 3, 240/270	17.75@18.35
U.S. No. 3, 270/300	17.25@17.75
U.S. No. 1-2, 180/200	18.50@18.75
U.S. No. 1-2, 200/220	18.65@18.75
U.S. No. 1-2, 220/240	18.50@18.75
U.S. No. 2-3, 200/220	18.25@18.50
U.S. No. 2-3, 220/240	18.25@18.50
U.S. No. 2-3, 240/270	17.75@18.35
U.S. No. 2-3, 270/300	17.50@18.00
U.S. No. 1-3, 180/200	18.25@18.65
U.S. No. 1-3, 200/220	18.50@18.75
U.S. No. 1-3, 220/240	18.35@18.65
U.S. No. 1-3, 240/270	17.85@18.50

SOWS, U.S. No. 1-3:

270/330 lbs.	16.25@16.50
330/400 lbs.	14.75@16.25
400/550 lbs.	14.25@15.25

LAMBS:

Choice & prime	17.50@18.00
Good & choice	15.50@17.50

LIVESTOCK PRICES AT KANSAS CITY

Livestock prices at Kansas City, Tuesday, Nov. 15, were as follows:

CATTLE:	Cwt.
Steers, choice	\$22.75@26.00
Steers, std. & gd.	17.50@24.00
Heifers, gd. & ch.	20.00@24.50
Cows, util. & com'l.	13.00@16.00
Cows, can. & cut.	10.00@13.75
Bulls, util. & com'l.	15.00@18.00
Vealers, gd. & ch.	19.00@23.00
Calves, gd. & ch.	17.00@21.00

BARROWS & GILTS:

U.S. No. 1, 200/240	17.50@17.85
U.S. No. 2, 200/240	17.60@17.75
U.S. No. 2, 240/270	17.50@17.75
U.S. No. 3, 200/220	17.25@17.35
U.S. No. 3, 220/270	17.10@17.40
U.S. No. 3, 270/300	17.00@17.25
U.S. No. 1-2, 180/200	17.50@17.75
U.S. No. 1-2, 200/220	17.50@17.85
U.S. No. 1-2, 220/240	17.50@17.75
U.S. No. 2-3, 200/220	17.35@17.50
U.S. No. 2-3, 220/270	17.35@17.65
U.S. No. 2-3, 270/300	17.10@17.50
U.S. No. 1-3, 180/200	17.35@17.75
U.S. No. 1-3, 200/240	17.50@17.75
U.S. No. 1-3, 240/270	17.50@17.60

SOWS, U.S. No. 1-3:

270/330 lbs.	15.50@16.25
330/400 lbs.	15.00@15.75
400/550 lbs.	13.75@15.25

LAMPS:

Choice & prime	17.00@17.50
Good & choice	16.00@17.00

LIVESTOCK PRICES AT LOUISVILLE

Livestock prices at Louisville on Tuesday, Nov. 15, were as follows:

CATTLE:	Cwt.
Steers, good	\$23.50@24.50
Steers, util. & std.	18.00@22.00
Heifers, standard	20.00@22.00
Heifers, util. & std.	none qtd.
Cows, utility	12.00@15.00
Cows, can. & cut.	8.00@14.00
Bulls, util. & com'l.	17.00@19.00

VEALERS:

Choice	none qtd.
Good & choice	27.00@33.00
Calves, gd. & ch.	20.00@23.00

BARROWS & GILTS:

U.S. No. 1, 200/220	18.50
U.S. No. 1-2, 190/240	18.00@18.25
U.S. No. 2-3, 190/240	18.00
U.S. No. 2-3, 250/290	17.00@17.25

SOWS, U.S. No. 2-3:

280/400 lbs.	14.50@15.00
400/600 lbs.	14.00@14.50

LAMBS:

Choice & prime	17.00@18.00
Good & choice	15.00@17.00

WEEKLY LIVESTOCK SLAUGHTER

Slaughter of livestock at major centers during the week ended November 12, 1960 (totals compared) as reported by the U. S. Department of Agriculture:

City or Area	Cattle	Calves	Hogs	Sheep
Boston, New York City area ¹	10,332	8,651	43,512	31,895
Baltimore, Philadelphia	9,279	2,055	30,183	3,725
Cincy., Cleve., Detroit, Indpls.	18,531	4,167	124,811	14,275
Chicago area	15,801	8,001	37,502	6,404
St. Paul-Wis. areas ²	30,725	26,748	118,598	21,523
St. Louis area ³	12,009	1,851	69,960	4,032
Sioux City-So. Dak. area ⁴	4,585	—	106,525	12,769
Omaha area ⁵	6,326	147	82,996	16,619
Kansas City	15,719	—	44,723	—
Iowa-So. Minnesota ⁶	33,463	10,138	299,760	35,738
Louisville, Evansville, Nashville	—	—	—	—
Memphis	6,751	3,950	53,924	—
Georgia-Florida-Alabama area ⁷	9,030	5,394	27,155	—
St. Joseph, Wichita, Okla. City	20,171	1,064	41,400	9,507
Ft. Worth, Dallas, San Antonio	12,228	3,999	13,410	19,199
Denver, Ogden, Salt Lake City	19,422	124	14,062	29,070
Los Angeles, San Fran. areas ⁸	24,320	957	22,984	23,934
Portland, Seattle, Spokane	7,216	411	14,285	6,272
GRAND TOTALS	305,920	77,657	1,146,289	234,962
TOTALS SAME WEEK 1959	299,992	82,134	1,335,493	242,243

¹Includes Brooklyn, Newark and Jersey City. ²Includes St. Paul, So. St. Paul, Minn., and Madison, Milwaukee, Green Bay, Wis. ³Includes St. Louis National Stockyards, E. St. Louis, Ill., and St. Louis, Mo. ⁴Includes Sioux Falls, Huron, Mitchell, Madison and Watertown, S. Dak. ⁵Includes Lincoln and Fremont, Nebr., and Glenwood, Iowa. ⁶Includes Albert Lea, Austin and Winona, Minn., Cedar Rapids, Davenport, Des Moines, Dubuque, Estherville, Fort Dodge, Marshalltown, Mason City, Ottumwa, Postville, Storm Lake and Waterloo, Iowa. ⁷Includes Birmingham, Dothan and Montgomery, Ala., Albany, Atlanta, Augusta, Moultrie and Thomasville, Ga., Barlow, Hialeah, Jacksonville, Ocala and Quincy, Fla. ⁸Includes Los Angeles, San Francisco, So. San Francisco, San Jose and Vallejo, Calif.

LIVESTOCK PRICES AT 10 CANADIAN MARKETS

Average prices per cwt. paid for specific grades of steers, calves, hogs and lambs at 10 leading markets in Canada during the week ended Nov. 5, compared with same week in 1959, as reported to the Provisioner by the Canadian Department of Agriculture:

	GOOD STEERS		VEAL CALVES		HOGS*		LAMBS	
	1960	1959	1960	1959	1960	1959	1960	1959
Toronto	\$22.05	\$25.50	\$31.50	\$31.76	\$25.00	\$22.65	\$20.00	\$19.55
Montreal	22.75	24.60	28.25	28.50	25.66	22.65	19.35	18.55
Winnipeg	21.82	23.52	29.25	28.05	23.25	20.50	16.75	16.80
Calgary	20.90	24.65	18.65	21.25	22.40	19.38	16.15	16.05
Edmonton	20.20	23.30	19.20	20.70	22.30	19.40	16.80	16.20
Lethbridge	21.00	24.10	18.25	—	22.46	19.00	15.80	15.75
Pr. Albert	20.75	23.15	20.25	20.75	21.50	19.15	14.70	16.25
Moos Jaw	20.75	23.00	18.25	20.50	21.85	19.15	15.70	15.25
Saskatoon	20.75	23.75	24.50	24.00	22.75	19.15	16.10	16.50
Regina	20.75	23.25	21.25	22.75	22.00	19.15	15.50	15.25

*Canadian government quality premium not included.

SOUTHERN LIVESTOCK RECEIPTS

Receipts at six packing plant stockyards located in Albany, Columbus, Moultrie, Thomasville, Ga., Dothan, Ala., and Jacksonville, Fla., week ended Nov. 12:

	Cattle and Calves	Hogs
Week ended Nov. 12 (estimated)	3,100	19,000
Week previous (six days)	3,768	22,373
Corresponding week last year	2,927	18,847

CANADIAN KILL

Inspected slaughter of livestock in Canada, week ended Nov. 5, compared:

	Week ended Nov. 5	same week 1959
CATTLE		
Western Canada	22,164	20,514
Eastern Canada	19,927	19,039
Totals	42,091	39,553
HOGS		
Western Canada	54,876	71,685
Eastern Canada	66,854	90,979
Totals	121,730	162,664
All hog carcasses graded	132,690	174,508
SHEEP		
Western Canada	9,386	9,800
Eastern Canada	13,766	21,374
Totals	23,152	31,174

LIVESTOCK RECEIPTS

Receipts at 1

Sausage Maker's **MARVEL!**



KOCH Schnellkutter

Cuts fresh or frozen meat without pre-grinding. Does work of grinder, silent cutter, mixer, and vacuum mixer. Cuts, mixes, and emulsifies simultaneously.

Quality of sausage is superior to that produced by an ordinary cutter, and hourly output is two or three times greater.

Meat protein stays cool under fast cutting; therefore, holds more water. Proved up to 2% less shrink in smokehouse. Fat retention is excellent. Fat separation seldom occurs, even when large amounts of fat are being worked.

Available in 50, 80, and 125-lb. capacity. Larger machines can be equipped to cut meat under vacuum. Vacuum-cut sausage cures faster, stuffs tighter, has fewer air pockets, and has longer shelf life.

125-lb. capacity (60-liter) machine shown. Machine has 17/20-1/2 HP. 1750/3500 RPM motor for operation on 220-V., 60-cy., 3-ph., current. 1/2 HP. reversible gear motor mounted on the cover turns the mixing baffle at 28 RPM.

Depend on **KOCH** experience

- 78 years of meat processing "know-how"
- Same day shipment, most orders filled within 24 hours
- 1 year written guarantee
- over 25,000 active customers

WRITE TODAY for the Koch Catalog

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FREE KOCH CATALOG



- 116 page purchasing guide
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- lists over 3300 meat processing supplies and equipment items

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THE NATIONAL PROVISIONER, NOVEMBER 19, 1960

The Meat Trail...



ACCEPTING American Humane Association seal of approval from Bert Tabor (left), Minneapolis AHA representative, is H. A. Elliott (center), president of Elliott Packing Co. of Duluth, Minn. At right is Dr. Donald Tolley, inspector in charge at the USDA Meat Inspection Division's Duluth station.

Packing Co., Saginaw, Mich. Bourquin, who will operate out of Peet's plant at Chesaning, Mich., was most recently supervisor of supermarket sales for Peet. Before joining Peet last year, Bourquin had been with The Kroger Co. for 26 years. R. DEWEY STEARNS is president of Peet Packing Co., which also has plants in Bay City and Grand Rapids.

PLANTS

Wimp Packing Co., Chicago, has resumed cattle operations. JOHN P. BARNES is general manager, with the assistance of BILL RUSSELL and ART DUST, JR. The firm also will slaughter cattle on a custom basis.

Two new meat packing plants have started operations in Philadelphia. Purity Pork Packing Co., 2028 N. Front st., was established by BENJAMIN COHEN and SHIRLEY F. DORFMAN, and Jorace Provision Co., 616 Callowhill st., by JOSEPH G. RACZ.

A new hide storage building will be constructed by Dugdale Packing Co., St. Joseph, Mo., adjacent to its plant. The proposed one-story building will contain approximately 28,000 sq. ft. of floor space and cost an estimated \$25,000.

The old plant of Swift & Company in Charleston, S. C., now owned by the Southern Railway Co., has been razed.

Jordan's - Ready - To - Eat - Meats, Portland, Me., plans to vacate its present quarters late next year and occupy a new \$500,000 plant to be built by the Greater Portland Area Development Council as part of the city's urban renewal program. Jordan's, which has been at its present location for the past 34 years, will enter into a lease-purchase agreement with the ADC. The proposed plant, which will contain 28,000 sq. ft. of floor space, will process between 400,000 and 500,000 lbs. of meat per week. Processing and handling equipment will be located on the first floor; the second floor will be devoted to executive and business offices, dressing rooms and dry storage areas. Architect for the building is Spencer & Tuttle, Portland. Preliminary engineering plans by Food Management, Inc., Cincinnati, call for such features as a complete conveyor system and closed circuit television to regulate flow of products and quality control methods. Jordan's, which was founded in 1926 by the late JOSEPH F. JORDAN and his wife, EMMA, expects a 25

JOBS

Two transfers to the Kansas City, Kan., plant of Wilson & Co., Inc., have been announced by the Chicago meat packing firm. ROBERT TURTNES, assistant office manager at Wilson's Albert Lea, Minn., plant, went to Kansas City as office manager. Turtnes joined Wilson in 1936 as a junior accountant. LLOYD K. HAREID, assistant planning and methods engineer at Albert Lea since 1956, has been transferred to Kansas City as head of the planning and methods department. Hareid has been with Wilson since 1941.

Swift & Company, Chicago, has announced several changes within its sales organization. A new sales unit, Fulton Market No. 8, handling lamb and veal, has been opened at 836 Fulton st., Chicago. Manager of the Fulton Market No. 8 is E. R. SACHS, who started with Swift in 1941 at the Chicago Lincoln ave. unit. R. T. LIESENDAHL has been appointed manager of Swift's Fulton No. 16 sales unit at Chicago. He started with Swift in 1950 at Forest Park, Ill. At Atlanta, Ga., Swift has opened a new sales unit known as the Swift Hotel & Restaurant Supply Co. at 238 Peters st., S.W. Manager of this unit is F. A. WALLACE, who started with the company in 1934 at Chicago. In another change, W. S. BEIGHTOL has been appointed manager of Swift & Company's general sales unit at Ft. Worth, Tex., succeeding K. W. HARLOW, who will take another assignment. Beightol started with Swift as a salesman at Harrisburg, Pa., in 1947 and most recently has been on the staff of Swift vice president F. J. TOWNLEY. W. S. GROVE, formerly assistant district manager of Swift's New England territory, has been transferred to Townley's office in Chicago. At

Medford, Ore., R. O. SCHUMACHER has been appointed manager of the Swift sales unit, succeeding G. A. BRANLUND, who has been transferred to another unit.

The Meat Inspection Division, U.S. Department of Agriculture, has announced two new personnel changes. Dr. JOSEPH O. MINNICK has been named inspector in charge of the Davenport, Ia., station, succeeding Dr. CLARE C. HAMILTON, who has been promoted and transferred to South St. Paul, Minn. Dr. Minnick



DR. MINNICK



DR. KLEIN

joined the MID at Kansas City, Kan., in 1953. In 1956 he became inspector in charge at Menominee, Mich., a position which he held for two years; he was transferred to Omaha in 1958 in a supervisory position. A native of Missouri, Dr. Minnick received the degree of doctor of veterinary medicine from the University of Missouri in 1953. In the second change, the MID promoted Dr. JAMES E. KLEIN to the position of assistant inspector in charge of the Milwaukee, Wis., station. Dr. Klein previously was stationed at Fort Worth, Tex., where he had been since 1954. He received the D.V.M. degree from Texas A & M College in 1940.

WAVE BOURQUIN has been named manager of the newly-created retail merchandising department of Peet



EL '5' DE MAYO is proud trademark of Ledesma Meats, Cucamonga, Cal. Trademark is Spanish for May 5, date of 1867 defeat of French-supported Emperor Maximilian I by Mexican patriots. At left is Migue Jiminez, sister-in-law of Andres Ledesma (right), president of Ledesma meats, sausage manufacturing firm specializing in Spanish sausage and meats.

per cent rise in employment once it is in its new plant. Ground is expected to be broken for the new facility next April, with completion scheduled before the end of the year. Officers of the company, all sons of the founder, are JOSEPH C. (CHET) JORDAN, president and general manager; DAVID JORDAN, vice president and sales manager, and STEPHAN H. JORDAN, treasurer and production and quality control manager. The firm manufactures a complete line of frankfurts, sausage and luncheon meats and recently added fully-cooked hams to its line. A wholly-owned affiliate of Jordan's, John Kern & Son, which handles the beef operations and sales division, will be merged into the parent company this year. Imperial Foods, Inc., and Triple-J Packing Co., both of Portland, and the Augusta Provision Co., Inc., Augusta, Me., all subsidiaries of Jordan's, will remain separate companies at their present locations.

DEATHS

THOMAS CREIGH, 87, retired general attorney for The Cudahy Packing Co., Omaha, Neb., died November 14. Creigh, who retired from the practice of law in 1954, had been active on the state and national level in legislation affecting the meat packing industry. His widow, FRANCES, and three sons survive.

CHARLES CARR, 47, vice president of Carr Packing Co., Inc., Albany, N.Y., died after a brief illness. Three brothers and a sister survive.

S. L. KNAUER, SR., night office manager at Fischer Packing Co., Louisville, died recently. He had been with Fischer Packing for the past 16 years.

LESTER M. COOK, 62 head buyer for Triangle Meat Distributor, Inc., Chicago, passed away. He is survived by his widow, ISABEL.

TRAILMARKS

IRVING TENENBLAT of Monarch Provision Co., Chicago, vice president of the Chicago Meat Packers & Wholesalers Association, announced that the silver anniversary banquet of the association will be held on Saturday, December 10, at the Conrad Hilton Hotel in Chicago. President of the association is WILLIAM ROSE, president of Rose Packing Co., Inc., Chicago. Dinner, dancing and entertainment will be provided at \$10 per person.

Oscar Mayer & Co., Madison, Wis., won first place for safe driver performance in the meat packing division of the 29th National Fleet Safety Contest conducted by the National Safety Council. The award was based on the safety performance of the company's Madison delivery fleet from July, 1959, through June, 1960. During the year, the Madison delivery fleet, consisting of 29 vehicles and 29 drivers, operated

1,300,000 miles and had .46 accidents per 100,000 miles of operation. Some 2,600 fleets competed in the contest. They operated 286,000 vehicles and traveled a distance exceeding 6,500,000 miles.

Armour and Company, Chicago, has discontinued the manufacture of fresh and smoked sausage at its Milwaukee branch, according to HOWARD EASTWOOD, JR., Milwaukee branch manager. Eastwood explained that improved processing methods at Armour's St. Paul, Minn., plant enable the firm to make sausage more economically there than at the Milwaukee unit. While meats such as bacon and ham will continue to be processed in Milwaukee, sausage made in St. Paul will be distributed in the Milwaukee area. Elimination of the Milwaukee sausage department will affect about 20 employees there, leaving approximately 80 employees in sales, administration and manufacturing.

The hide and skin firm of Jack Weiller & Co., Chicago, has joined the M. A. Delph Co., Inc., chain of operations, announced JACK WEILLER and MERLE A. DELPH, presidents of the respective firms. The new subsidiary of M. A. Delph Co., Inc., will be known as Delph-Weiller International, Inc. Weiller will close its Chicago office on December 1 and will relocate to Delph's home office in Indianapolis.

BILL SCHAFFERT, Dalton, Neb., a rancher and president of the Nebraska Beef Council, announced that the council is launching a plan for beef promotion which will include the giving of beef for Christmas gifts and setting aside the month of May, 1961, as "Beef Month" in the state of Nebraska.

The Klarer Co. of Louisville, Ky., purchased the grand champion carload of the Bourbon Beef Show at an auction at the Bourbon Stock

Gives your meat products all the advantages of Monosodium Glutamate plus its own delicious aroma

FLAVOLIN
ALL PURPOSE FLAVOR BOOSTER

FIRST SPICE Mixing Company, Inc.
New York 18, N. Y. • San Francisco 7, Cal. • Toronto 18, Canada

WARNER-JENKINSON MFG. CO.
TRADE MARK
RED SEAL
ST. LOUIS

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WARNER JENKINSON MFG., CO.
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Yards for \$27 cwt. RALPH DANNER, Muscatine, Ia., was the owner. The firm also bought the reserve grand champion carload from DWIGHT SMOKER of Wanatah, Ind., for \$26.25 cwt. The grand champion youth carload, bought by The Klarer Co. for The Kroger Co., was entered by the Clark County 4-H Club and sold for \$27.50 cwt. Frosty Morn Meats, Clarksville, Tenn., bought the reserve grand champion youth carload.

PHILIP J. KINSLER of Oscar Mayer & Co., Madison, Wis., has been elected secretary-treasurer of the newly-formed Madison chapter of the American Statistical Association.

At the annual meeting of the New England Hotel and Restaurant Meat Purveyors Association, SIDNEY GOLDMAN, president of Irving Le Witt Co., Boston, was elected president, succeeding ALBERT RICHARDS of Albert Richards Co., Boston. Others named as officers are: PHILIP PORCELLA of Fulton Packing Co., Boston, vice president; HERBERT HUDSON of Swan, Newton, Boston, treasurer, and BENJAMIN COHEN of Atlantic Provision Co., Boston, secretary. The trustees elected, all of Boston, are: AL NATHANSON of Old Colony Packing Co. and WILLIAM A. DOE of Bolton-Smart Co.,



STEPPED-UP outdoor advertising campaign for 1961 has been announced by Swift & Company, Chicago, now completing its first year of national advertising in outdoor medium. Felix M. Coste, president of Outdoor Advertising, Inc., discusses advertising program with (l. to r.) Mrs. Ray Weber, Ray Weber, advertising manager, Swift & Company, and Alden James, senior vice president and director of sales for Outdoor Advertising, at Grocery Manufacturers Association convention held recently at the Waldorf Astoria Hotel, New York City.

permanent trustees; RALPH COOK of Cook & Clark Co.; DUNCAN COTTING, Bolton-Smart Co.; NELSON MCKENZIE, McKinnon & McKenzie;

JAMES DERBA, James Derba Co.; WESLEY ANDERSON, Hicks & Hodges Co., and PETER MARTIN of Kyes Supply Company.

No other stuffer...at ANY price can equal the

ST. JOHN #2015 CONTINUOUS STUFFER

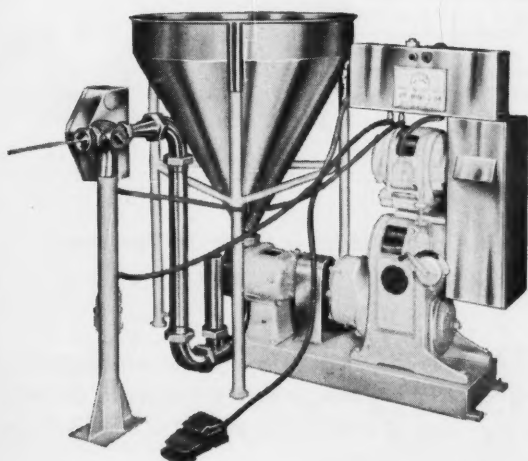
5000 lbs. of HOT DOGS
PER HOUR!

COMPLETE, Ready for installation

\$4,225⁰⁰

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ST. JOHN & CO.
5800 S. Damen Ave., Chicago 36, Illinois



SAUSAGE TECHNICAL REPRESENTATIVE

Experienced Sausage Maker wanted for position of Technical Service Representative. The man we are seeking will have 7 to 10 years experience (some in a supervisory capacity) in a sausage kitchen, and will be thoroughly familiar with all operations. Duties will include contacts with customers to assist in handling technical problems in sausage making.

Salary \$8,000 plus,
depending on experience.
Fee paid.

MILLER-GREENE

Associates Inc.

501 Fifth Ave.
New York 17, N. Y.
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MEAT INDUSTRY MEN NEEDED

Plant Superintendents (3) ...to \$15,000
Sales Managers (2)to \$12,000
Sausage Superintendents (3) to \$10,000
Executive Assistant,
Natural Casingsto \$10,000
District Sales Manager,
New Yorkto \$10,000
District Sales Manager,
Midwestto \$10,000
District Sales Manager,
Pacific Coastto \$12,000
Hotel-Restaurant
Sales Managerto \$10,000
Rendering Plant
Superintendentto \$8,500
Hide House Managerto \$7,800
Beef Cooler Managers (2) ..to \$9,000
Young Research Chemists (6) to \$7,800
Feed Salesman,
Young College Grad.to \$6,000

Send Detailed Résumés
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Flashes on suppliers

AMERICAN CAN CO.: Plans for construction of a food package manufacturing plant at Chambersburg, Pa., have been announced by DONALD A. SNYDER, vice president and general manager of the Marathon Division of this container manufacturer. In other company moves, two changes in meat packaging sales responsibilities in eastern territories were announced. KENNETH J. OLLINGER has been named to represent the firm in New York City and NORMAN E. GREENWOOD replaces Ollinger in Baltimore.

HERCULES POWDER CO.: WILLARD G. MUMFORD has been appointed senior technical representative in the Chicago office of this firm's subsidiary cellulose department.

AMERICAN VISCOSE CORP.: The Chicago district sales offices of the film division of this casing manufacturer will move from its downtown offices to nearby suburban Melrose park, according to RICHARD E. REYNOLDS, general sales manager of the division. It was also an-

nounced that ROLAND G. HARRIS has joined the division as staff assistant in market development.

EASTMAN CHEMICALS PRODUCTS CO.: The chemical division of this subsidiary of the Eastman Kodak Co. has announced the appointment of D. L. GUILIAN and C. B. DEGREEN as sales representatives. Guilian will represent the company in the sale of its industrial and specialty chemicals in the New York area and DeGreen will handle sales of the firm's Epolene line of low molecule-weight polyethylene resins in the Southeast.

VISKING CO.: A new, low-cost and transparent plastic film has been introduced by this division of the Union Carbide Corporation, Chicago. Brand named VISOLYTE, the film is crystal clear and crisp in texture.

AMERICAN CYANAMID CO.: Dr. A. L. SHOR has been appointed manager of the clinical department laboratory of this New York firm. Dr. STERLING BACKETT, director of animal industry development for the company, announced.

J. C. CORRIGAN CO.: This conveyor manufacturer has announced the appointment of HENRY J. REILLY as sales engineer in the Chicago area.



Stainless Steel MEAT PROCESSING EQUIPMENT

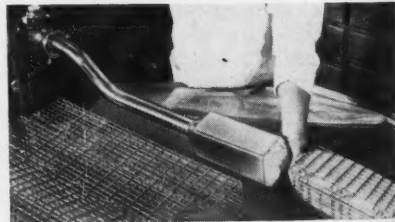
"Nothing Beats Quality"

WIRE CAGES

Made from 18-8 stainless steel in standard stock sizes and custom made from 3 1/2" x 3 1/2" to 4 1/2" x 4 1/2" and in lengths to 54". All cross wires firmly welded to insure long life. "Quick Opening Latch" keeps cages firmly locked, yet opens instantly with slight pressure.

SMALL METAL PRODUCTS

Division of BEACON METAL PRODUCTS • 2632 S. Shields • Chicago 16, Illinois



Your Name and Address on a 3¢ Postcard
will bring you 10 DAYS FREE TRIAL SERVICE of

"THE YELLOW SHEET"

Prove to yourself that an accurate, comprehensive report on going prices on most every type of meat and by-product will increase your profits. MAIL YOUR CARD TODAY!

DAILY MARKET AND NEWS SERVICE — "The Yellow Sheet"

15 West Huron Street

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Undisplayed: set solid. Minimum 20 words, \$5.00; additional words, 20c each. "Position Wanted": special rate; minimum 20 words, \$3.50; additional words, 20c each.

Count address or box numbers as 8 words. Headlines, 75c extra. Listing advertisements, 75c per line. Displayed. \$11.00 per inch.

Unless Specifically Instructed Otherwise, All Classified Advertisements Will Be Inserted Over a Blind Box Number.

CLASSIFIED ADVERTISING PAYABLE IN ADVANCE PLEASE REMIT WITH ORDER

PLANTS FOR SALE

MEAT CANNING PLANT:

Modern U.S. inspected one-story plant, completed in 1958. New, modern equipment. Located in new industrial area on railway siding. 12,000 sq. ft. floor space with ample cooler space. This plant specializes in Pit-cooked Barbecued beef and pork and other specialty items. Also specializing in No. 10 size canned meat for schools and other institutional trade. Centrally located for nationwide business. Also located in one of the nation's best livestock producing areas. FS-506, THE NATIONAL PROVISIONER 15 W. Huron St., Chicago 10, Ill.

PROVISION MANUFACTURING: Business for sale. \$15,000 per year income. Wholesale and retail, 5 days per week. Owner retiring, requiring \$25,000 down payment, rest in notes. FS-523, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

FOR SALE or LEASE: Slaughterhouse in Brooklyn, New York. Equipped to slaughter 1,000 cattle per week, or can be used for warehouse with approximately 80 tons of refrigeration. Four refrigerated coolers, ample additional space. JOHN JORDAN CO., 824 Lexington Ave., Brooklyn 21, N. Y.

FOR SALE: New U.S.D.A. Approved beef slaughter plant. Write for brochure. QUEEN CITY PACKING CO., Box 2444, Springfield, Missouri

CALIFORNIA RENDERING PLANT FOR SALE. REASONABLE. QUICK ACTION. FS-542, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SALE or LEASE MEAT PACKING PLANT

U. S. Government inspection, slaughtering cattle, hogs, also beef boning operation. Short delivery distance to the largest wholesale meat centers on the east coast. Room for expansion. FS-524, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SAUSAGE BUSINESS FOR SALE

Well established sausage plant in Wisconsin, doing a very nice business, for sale only for reasons of health. Average net past ten years, \$43,000. Equipment and plant in excellent condition. Profits can easily be increased with proper aggressiveness. For details write Box FS-537, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

PLANT WANTED

WANTED TO BUY or LEASE: U. S. Government inspected plant with capacity of 25 cattle and/or 100 hogs per hour. Located in corn belt. FW-516, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

WANTED: Small beef plant, to rent or buy. Prefer plant with inspection. Will consider processing plant. Northern Indiana, Wisconsin, Michigan location. FW-539, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

BUSINESS OPPORTUNITIES

FOR SALE: \$12,000.00 working shares in new packing plant, actual plant value is \$150,000.00 established business, state inspection. FS-541, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

On These Pages!

Right now you are likely to find just what you are looking for, whether it be a man, machine or job.

EQUIPMENT FOR SALE

THE LAZAR COMPANY

brokers • dealers • sales agents • appraisers

1709 W. HUBBARD ST., CHICAGO 22, ILL.
PHONE Canal 6-0200

NEW—USED—REBUILT

MACHINERY FOR MEAT PACKERS—
RENDERERS—SAUSAGE PROCESSORS
and ALLIED FOOD INDUSTRIES

MINCE MASTER 50 H.P. LIKE NEW. One meat loaf oven, manufacturer—Advance Oven Co. One 35 ton Baker Freon compressor with motor. FS-540, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

FOR SALE: Two Basic food Aro-Matic sausage molding and packaging machines, model #100 and #102, each with one 8 oz. mold. Good condition. Price—\$500.00 each, f.o.b. shipping point. Reply to GWALTNEY INCORPORATED, Smithfield, Virginia

ANDERSON EXPELLERS

All Models, Rebuilt, Guaranteed

We Lease Expellers

PITTOCK & ASSOCIATES, Glen Riddle, Penn

Juneau 10 H.P. Boiler, burns coal, hand fired. Old make good condition.

25/35 H.P. Juneau oil burner boiler, excellent condition.

50 H.P. Dutton oil burner boiler. (can switch to gas) Excellent condition. Can see it in operation.

Reason for selling—must be replaced for larger equipment. Will consider offers.

KRESS PACKING COMPANY
WATERLOO, WISCONSIN

WOODEN WIRE-BOUND CONTAINERS

12 inches wide, 12 inches deep, 19 inches long. Guaranteed LIKE-NEW. Delivered within 100 mile radius of Benton Harbor, Michigan. 22¢ each.

BEN LITOWICH & SON PACKAGING CO.

311—9th Street BENTON HARBOR, MICHIGAN

1—5 x 16 STEAM JACKETED COOKER, IN EXCELLENT CONDITION, F.O.B. MASSACHUSETTS.

2—MINCEMASTER, 50 HP. STAINLESS STEEL HOPPER & CUTTING CHAMBER

2—JONES-SUPERIOR #54 SAWS

1—5½ x 5½ HOWE COMPRESSOR, RECENTLY REBUILT, 25 HP MOTOR.

T. G. KOPLOCK & CO., INC.
201 Citizens Bldg.
Canton 2, Ohio
Phone: GLendale 4-9054

HOG • CATTLE • SHEEP

SAUSAGE CASINGS ANIMAL GLANDS

Selling Agent • Order Buyer

Broker • Counsellor • Exporter • Importer

SAMI S. SVENDSEN

407 SO. DEARBORN ST., CHICAGO 5, ILL.

BARLIANT'S WEEKLY SPECIALS

SPECIAL OFFERING
Complete Rendering Plant
Bids Invited.

ROTARY BONE CRUSHER: Dupps #148, 20 HP. mtr. HORIZONTAL BLOOD DRYER: Dupps 4' x 10', 20 HP. motor.
COOKERS: (2) Rujak #A717, 5' x 9', 25 HP. mtr. HOT WELL: #25, w/3 thermostat controls; 3 Dupps Vapor Condensers.
ELECTRONIC COOK RIGHT CONTROL: for 3 Cookers.
CURB PRESS: Dupps #10A, 500 ton, w/Dupps 98 electric Hydraulic Pump.
GREASE SETTLING TANK: Dupps #104, double unit, w/platform & controls.
PUMP: Mayno, electric, type SDD Fr-F3, ½ HP. mtr. PERCOLATING DRIP TANKS: (2) Dupps—for Cookers.

Current General Offerings

F-4336—BOOSTER AMMONIA COMPRESSOR: Vilter, size 10¾ x 8½, 40 HP. mtr. \$1,250.00
F-4337—CHOP-CUT: Boss #70-6, 700#, 60 HP. \$2,250.00
F-4339—RAIL SCALE: Toledo mdl. 2312, 1000# cap., w/250# tare beam \$400.00
F-4340—RAIL SCALE: Toledo, 500# dial, 125# tare beam, 4' rail \$350.00
F-4081—TRIPLE SCALDER: Anco #42, size #1, 38¾" x 36" cylinder, ½" perforations, 1 HP. \$315.00
F-4085—HOG & SHEEP HEAD SPLITTER: Anco #562, 2 HP. mtr. V-belt drive \$350.00
F-4231—BAND SAWS: (2) Jones-Superior, 36", stainless steel stationary table, 3 HP. mtr. ea. \$400.00
M-204—TY-PEELER: mdl. 500, with stainless steel tank \$2,750.00
M-159—MIXER: Buffalo #3, stainless steel bowl, hand tilt, 7½ HP. mtr. \$700.00
M-165—FLAKE-ICER: mdl. 2TLA 352, 5 HP. \$750.00
M-166—STUFFER: Buffalo 300# cap. \$500.00
M-114—SMOKESTICK WASHER: Anco, ½ HP. \$200.00
M-137—DECLINE CONVEYOR: 20' long, drop finger, ½ HP. mtr. & drive \$550.00
M-152—VISCERA WORK-UP TABLE: 14½" long x 48" wide, 4" edge one side, 14" edge other side, stainless steel, w/2-12" x 36" Uscolite boards, stainless steel sterilizer \$250.00
M-157—GRINDER: Buffalo #78-B, 25 HP. \$850.00
M-293—COOKER: 5' x 9' Rendering, flat bolted heads, 20 HP. mtr. thru Foote Bros. reducer \$1,000.00
M-307—HOG: Mitts & Merrill #3 CV, 25 HP. motor \$400.00
S-1219—FRANK WRAPPING TABLE: stainless steel, 16' long x 47" wide, w/12" Neoprene conveyor belt 16' long at center \$350.00
S-1010—PAK-ICER: Vilter, ½ HP. mtr. \$350.00
S-1234—SMOKEHOUSE: galv. 13'4" long x 8'10" wide x 8'6" high, w/2-sets double doors \$750.00
S-1011—FROZEN MEAT SLICER: Keebler, with 1½ HP. motor \$225.00
2855—FROZEN MEAT SLICER: GEMCO 2-16, auto. feed, stainless table, 3 HP. mtr. \$2,500.00
2649—SLICER: Enterprise mdl. #47, w/transfer and weighing device, w/mdl. #779A interleaving device \$4,500.00
2868—TEE CEE PEELER: mdl. #1W13, ½ HP. mtr., w/shaker \$900.00
2890—HYDRAULIC CURB PRESSES: (2) French Oil Mill, 450 ton, 17" dia. ram, w/steam pumps, in very good condition—on foundation—ea. \$2,350.00
2894—HAMMERMILL: Gruendler mdl. 1929, 60 HP. TEFC mtr. on foundation \$895.00
2825—HOG: Mitts & Merrill #CR8-12, 2-sets knives, 40 HP. elec. mtr. & controls, on found. \$1,650.00
2891—SHREDDER: Mitts & Merrill mdl. 13CDH3, 25 HP. mtr. on foundation \$450.00
2892—AUTOMATIC BAGGING SCALE: Richardson mdl. G-38, very good cond. on found. \$475.00
2896—PORTABLE BAG CLOSER: Fischbein, on foundation \$50.00

All items subject to prior sale and confirmation

- New, Used & Rebuilt Equipment
- Liquidators and Appraisers

WRITE FOR FULL PARTICULARS

1631 S. Michigan Ave., Chicago 16, Ill.

WABash 2-5550

BARLIANT & CO.

CLASSIFIED ADVERTISING

[Continued from page 53]

POSITION WANTED

SAUSAGE SUPERINTENDENT: Wants position. I am a German with over 35 years' experience in the packing industry. Trade learned in Germany. Have connections with large packers. Daily production 40 to 50,000 pounds, domestic and foreign sausage. Guarantee results. Sober, good references, available by first of the year. Write to Box W-528, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SUPERINTENDENT: 12 years' experience in pork processing. Curing, smoking, packing, cooked hams, sliced bacon and all pork boning. Also familiar with government controls and cost in yields. W-514, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

SUPERINTENDENT: 46 years of age, high school graduate, 2 years' college accounting. Complete experience—manufacturing, slaughtering, cutting, costs and yields. Would be valuable as assistant to plant manager. W-527, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

PLANT SUPERINTENDENT: Age 52, desires change. 30 years' practical experience and proven ability. Thorough knowledge. Available within 30 days. W-515, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

AGGRESSIVE EASTERN BROKER: Desires contact with reliable beef or pork packer wishing to increase sales on eastern seaboard. W-519, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

HOTEL-RESTAURANT MANAGEMENT: Executive. Highly qualified, all phases, specialty sales management. 10 years' experience. Family, college graduate. 37 years old. W-530, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

CASING FOREMAN: Experienced, dependable. Can handle any large or small casing operations. W-525, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

FOREMAN CASINGS: Cattle, hogs and sheep. Soaking, grading. Practical experience of 30 years. W-526, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

WANTED: Company to represent in midwest. Experienced man contacting meat industry desires lines to handle as manufacturers' agent. W-532, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

CASING FOREMAN: 25 years' experience, non-drinker, honest. Will go anywhere. NICK SEKAS, 522 West North St., Piqua, Ohio. Telephone PR 3-1177

PLANT SUPERINTENDENT or production manager: College graduate, 33 years of age, experienced in cost accounting, sausage manufacturing, packaging, union negotiations and labor relations, time and motion study, and scheduling of complete plant production. Desire position with progressive firm. W-529, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

PLANT SUPERINTENDENT: In early thirties, experienced in all phases of meat packing, canning and selling of by-products. Desires position in Calgary or Edmonton Canada area. Would consider position other than superintendent. Available Jan. 1st. W-531, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

ASSISTANT PLANT ENGINEER: Wide experience full line maintenance, refrigeration, layout. Young, aggressive. W-513, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

HELP WANTED

SALESMAN—SALES MANAGER SAUSAGE & CELLAR PRODUCTS

Well established growing medium sized firm needs sales manager or young aggressive salesman with sales management potential, to handle sales to established customers and to build sales in Chicago area. Knowledge of market helpful. Excellent opportunity to become key man. Salary and profit participation. Reply in confidence. W-533, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

LARGE CASING HOUSE: Requires salesman with some knowledge of sausage manufacturing, preferably willing to locate on east coast. Sausage maker with sales ability will be considered. Good salary, plus expenses. All replies strictly confidential. Enclose picture. W-534, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

ASSISTANT SALES MANAGER: Wanted by leading sausage processing company featuring specialties. Principal responsibility—supervising sales to chains. This is a permanent position with strong incentives, for the right party. W-535, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

SALESMAN: Chicago area, to sell boneless beef and beef cuts to wholesalers, processors and institutions. We are looking for an experienced man to take over present accounts and develop new outlets. We are an old established house with good reputation in the area. Send complete resume and salary requirements in first letter. Replies will be kept in confidence. Box W-538, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

INDUSTRIAL ENGINEER: Mississippi, city of 10,000. Modern beef, pork and canning plant. 500 employees, has opening for industrial engineer. Must be capable of maintaining time study program, layout, and cost reduction. Reply to: Mr. Royce Green, % Bryan Brothers Packing Company, P. O. Box 338, West Point, Miss. Phone 375.

2 SALESMEN WANTED

Familiar with provision trade. Have new patented formula for smoke sawdust. Can be used as a sideline with allied products. Easy selling in metropolitan New York, Pennsylvania and Connecticut. W-521, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

MEAT & PROVISION BROKERS

Progressive and aggressive nationally known, well established, corned beef processor manufacturing for chain stores and hotel-restaurant suppliers, desires representation in the following areas: Albany, N. Y., Biloxi, Miss., Salt Lake City, Utah, New Orleans, La., Memphis, Tenn., Jacksonville, Fla., Rochester, N. Y., Denver, Colo., Louisville, Ky., and the entire state of Iowa, Kansas, Nebraska, Oregon, Washington, Wisconsin, Northern Illinois. Please state qualifications. Corned beef sales experience desired, but not absolutely necessary. W-518, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

WANTED: Retired government grader or B.A.I. man for part time job in Chicago. Write Box W-536, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

HELP WANTED

ANALYTICAL CHEMIST

We are a major progressive Chicago based supplier of basic ingredients to the food industries. We require a competent analytical chemist with a thorough training in modern instrumentation who will apply his experience to many analytical problems associated with foods. Please send detailed background in full confidence.

W-520, THE NATIONAL PROVISIONER
15 W. Huron St., Chicago 10, Ill.

PLANT SUPERINTENDENT

FULL LINE: Ohio packer with modern plant, wants officer caliber manager of operating division. Experience in directing meat plant operations important, but proven ability to plan and organize and to develop men is essential. Base salary is equitable and is supplemented by bonus. Send brief resume showing past accomplishments and earnings, to Box W-501, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

MISCELLANEOUS

MAKE THESE PRODUCTS IN THE U.S.A.

PROCESSES AVAILABLE: For production of Central and Eastern European meat products, Prague ham, Prager and Debreiner frankfurters, Hunter, durable and fresh salamis and a hundred other specialties. FS-512, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

USDA—GOVERNMENT PROBLEMS?

WE EXPEDITE LABELS (8 hour service)

Plans, Construction, Inspection, FDA, Sales Matters. We supply FASTEST GOVERNMENT MARKET information. Low cost: Monthly, hourly, per item.

JAMES V. HURSON
609 Albee Bldg., 1426 G. Street, N. W.
Washington, D. C. Telephone REpublic 7-4121

BROKER: Active New York broker with office, desires fresh or smoked meat items for chains and wholesalers. W-510, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

CHICAGO BONER: Limited to space, specializing in canner and cutter cows, can use up to 200,000 pounds of boneless meat from out-of-town boners. Fresh or frozen. W-505, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

WE ARE IN POSITION TO KILL. CUSTOM KILLING. GOVERNMENT INSPECTED HOUSE. CHICAGO STOCK YARDS. W-522, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

LEASE YOUR ICE MAKING MACHINE
720 lbs. to 5000 lbs. per 24 hours. Hard, dry, slower melting ice flakes. Self-contained or remote models, complete with storage bin. FL-542, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

Personalized Buying Service

Hi-Grade Ohio—Indiana Hogs

CINCINNATI LIVESTOCK COMPANY

Tom Huheey
MU 1-4334

Livestock Exchange Bldg.
Cincinnati 25, Ohio

Excellent Truck & Rail Service

HOG BUYERS EXCLUSIVELY

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LINCOLN BROKERAGE COMPANY

312 CALLOWHILL STREET

PHILADELPHIA 23, PA.

For Representation in Delaware Valley, U.S.A.

SAM ROMM
LEN SILVERSTEIN

Packing House Representatives
Imports & Exports



**MAKE PURCHASING EASIER
USE THE "YELLOW PAGES" OF
THE MEAT INDUSTRY—**

the classified volume for all your plant needs

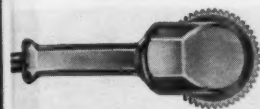
The Purchasing GUIDE for the Meat Industry

A NATIONAL PROVISIONER PUBLICATION

NEW EQUIPMENT and Supplies

Further information on equipment and supplies may be obtained by writing to manufacturer direct or writing The Provisioner, placing key numbers on reply card inside the back cover.

SKINNING KNIFE (NE 980): Electric skinning knife, designed to remove hides from carcasses with ease and accuracy, has polished cast aluminum housing and razor-sharp blades. Totally-enclosed



¼-hp. motor generates extra power to cut hide in difficult cutting areas without slowing down oscillation of rotary blades. Other advantages of unit are fewer moving parts, cleaner carcasses, minimum operator fatigue and lower maintenance costs. Factory blade sharpening service is available upon request. Knife is manufactured by Russell Harrington Cutlery Co., Southbridge, Mass.

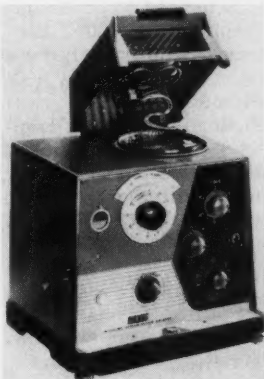
CASINGS IN BULK (NE 986): New method of packaging natural casings has been introduced by Independent Casing Corp., Chicago. Bulk-pak unit contains 50 hanks of sheep



casings, with each strand held individually on strip of FDA-approved vinyl tape in solution. Packaging facilitates inventory control and enables processor to use as few or as many strands as required at one time with no snarls or tangles. Steel containers

are lined with FDA-approved paint and are said to meet all governmental requirements.

MOISTURE TESTER (NE 975): Moisture determination balance unit permits user to determine moisture content of wide variety of materials simply, rapidly and with degree of accuracy of plus or minus 0.1 per cent. Self-contained unit uses magnetically-damped, analytical-type chain balance as weighing system, combined with infrared heating element. Output of

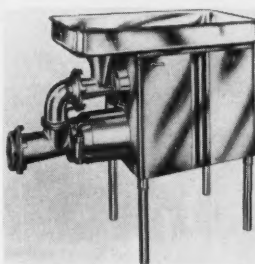


650-watt heater can be controlled and its distance from sample can be adjusted from ⅛ to 1¾ in. Stabilized pan enables balance to be used with liquids as well as solid and pulverized materials. Manufacturer is Ohaus Scale Corp., Union, N. J.

PORK SAUSAGE SEASONING (NE 985): Pork sausage seasoning that curbs rancidity development in sausage from 9 to 11 days has been announced by Kadison Laboratories, Inc., Chicago. Major feature of product is that all its ingredients have been accepted by Meat Inspection Division, U.S. Department of Agriculture. Seasoning is claimed to keep flavor of the pork sausage for many days after it has left retail store and is in consumer's

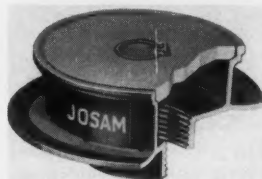
refrigerator. Product has been tested and is being used in many federally inspected and non-federally inspected plants throughout the country.

MEAT CHOPPER (NE 978): Manufactured by The Biro Manufacturing Co., Marblehead, O., double-



grind meat chopper is constructed of stainless steel and is powered by 7½-hp. motor. Unit can be attached to any standard patty or portion molding machine to deliver chopped meat in patties or packages of any desired size. Chopper has shown 60 per cent saving in time per pound of production on tests made in processing rooms where large volume of chopped meat is prepared, the manufacturer claims. Unit is easy to clean.

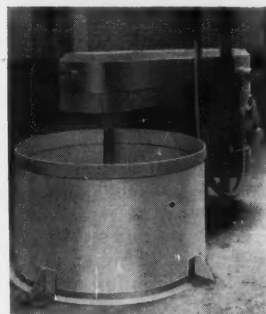
BLOOD DRAIN (NE 979): Introduced by Josam Manufacturing Co., Michigan City, Ind., blood drain is designed for use in slaughtering rooms of packing-houses. One of drain bodies is furnished with brass plug tapered to make



ground joint connection; the other body contains standard grate. One drain is attached to waste line, while the other is attached to piping leading to blood tank. When animals are

being slaughtered, open grate is on drain. After slaughtering is completed and room is to be washed down, grate and plug are switched. Advantage of separate drains is ease of installation.

DISSOLVER (NE 968): Space-saving dissolver may be mounted on upper floors, walkways or other "through-the-floor" locations which permit impeller to operate in tanks installed below floor levels. Production can be piped directly to lower areas for



further processing or packaging. Available in 40- to 75-hp. sizes, units are equipped with hydraulic lifts and "MPD" (maximum power delivery) drive systems. Impeller can be swung in 270-deg. arc, allowing use of multiple tanks to speed operations. Manufacturer is Morehouse-Cowles, Inc., a Los Angeles concern.

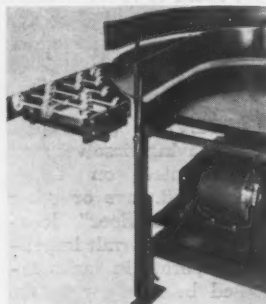
INDUSTRIAL GLOVES (NE 990): Introduced by Wilson Rubber Co., Canton, O., latex gloves can be used in processing operations that require handling of wet or slippery objects. Exclusive tempering treat-



ment makes gloves sufficiently tough to withstand abrasive exposure and insures maximum resistance

to snagging. "Wil-Grip Firmhold Finish," developed by manufacturer, is molded directly into fingers and palms.

POWER TURNTABLE (NE 961): Introduced by Metzgar Conveyor Co., Grand Rapids, Mich., pow-



er turntable permits 180-deg. turns in conveyor lines within area of 48 in. or less. Unit features circular steel plate revolving on bed of conveyor wheels. Table is driven by standard electric motor; steel guide rails maintain alignment of products through turning operation. Entry and departure points can be equipped with either wheel or roller spurs for connection with conveyor lines.

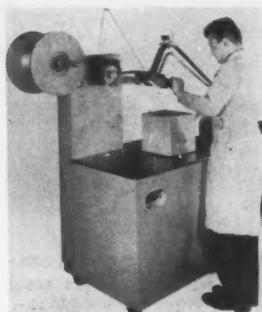
DRUM HEATER (NE 970): Designed to fit any diameter steel drum from 21½ to 23½ in., drum heater for heating viscous materials and simplifying their removal has been in-



troduced by Electro-Flex Heat, Inc., Hartford, Conn. Flexible unit can be wrapped around drum and affixed with spring attach-

ment. Heater is made from silicone rubber, fibre glass, cloth and metal screen laminate. Heater bands are 2½ in. wide. Unit is equipped with 6-ft. cord set with grounding cap; surface is protected by electrically-grounded metal screen.

STRAPPING MACHINE (NE 962): Machine that automatically applies, tensions and seals rayon strap on variable size packages has been announced by Fiber Straps, Inc., Chicago and Des Plaines, Ill. Unit, which can band up to 15



packages per minute with 3/16-in.-wide rayon strap, adjusts to package sizes from 6 in. high x 2 in. wide x 8 in. long to 18 in. high x 36 in. wide x any length. Tying tension is adjusted by control knob on front of machine. Unit is 30 in. wide, 62 in. long and 69 in. high and is mounted on wheels for easy movement.

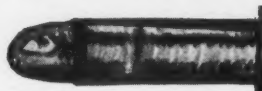
REFUSE COLLECTION (NE 982): Made primarily for use by rendering companies, compartmented refuse collection body is designed for loading of dif-



ferent materials in same unit, hauling them completely separated and dumping load at different discharge points. Collector can load fats into one side of hopper and bones into the other. Materials are

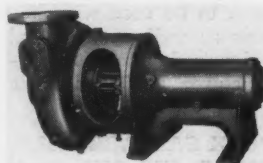
compacted in less than 10 seconds and hopper is cleared for reloading in less than 4 seconds. Special compartment may be used for separate storage of cooking greases and hides. When dumping, an individual retainer panel holds load in one compartment while other is discharged. Unit is manufactured by Gar Wood Industries, Inc., Wayne, Mich.

STUNNING CARTRIDGE (NE 989): Maximum impact, automatic fragmen-



tation and extra velocity are features of humane stunning cartridge of The C. Schmidt Co., Cincinnati. Termed "Stun-Safe," non-toxic cartridge can be fired from long .22-cal. rifle without danger of ricocheting or damaging property. Concussion cone of design bullet helps deliver more effective stunning wallop. It is claimed that user can do faster "one-shot" job on cattle, hogs, calves, sheep, etc., with the product. Cartridge meets legal and humanitarian requirements, maker says.

CENTRIFUGAL PUMPS (NE 973): Line of centrifugal pumps is useful for variety of liquid handling modifications: non - abra-



sive materials (such as bottle labels), corrosive liquids or other small solids in general pumping service or on original equipment. Units are constructed so that pump frames receive various-size volutes and impellers; pump dimensions align with those of NEMA-rated motors for ease of mounting. Introduced by Fairbanks, Morse & Co., Kansas City, Kan., pumps are available in horizontal and

vertical pump and motor units, as well as "bilo-together" construction.

INSULATED GARMENT (NE 981): Lightweight insulated garment has been designed to fit workers of all sizes—small, medium and large—in freezer plants. An adjust-to-size



snap closure and new design provide "fits-all" feature. Protective garment is guaranteed to keep user warm and comfortable even in below-zero temperatures. Manufacturer is RefrigiWear Clothing Co., New York City.

BENCH SCALES (NE 952): Platform-type bench scales are available in four capacities: 50 lbs. with 1

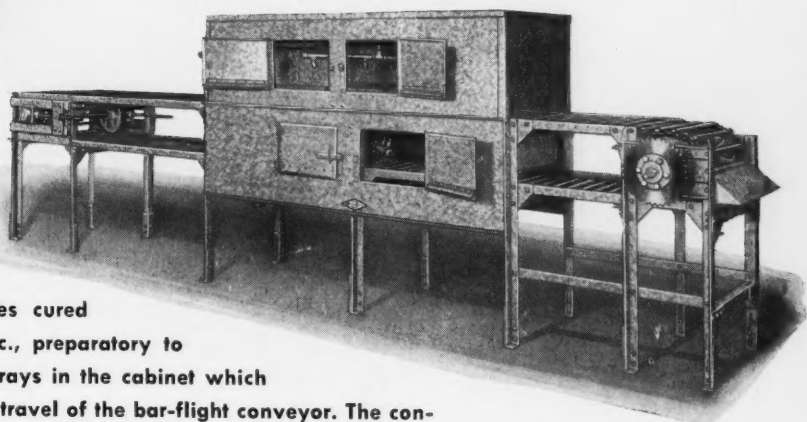


oz. graduations; 100 lbs. with 2 oz. graduations; 200 lbs., 4 oz. graduations, and 300 lbs., 8 oz. graduations. Completely sealed dial chart has 20¼-in. diameter, 15-in. diameter reading line and large black figures for easy reading. Made by The Exact Weight Scale Co., Columbus, O., scales also can be made portable with special four-wheel rolling stands, allowing height from floor to top of weighing platform to be adjusted from 25 to 31 in. in convenient 1-in. increments.

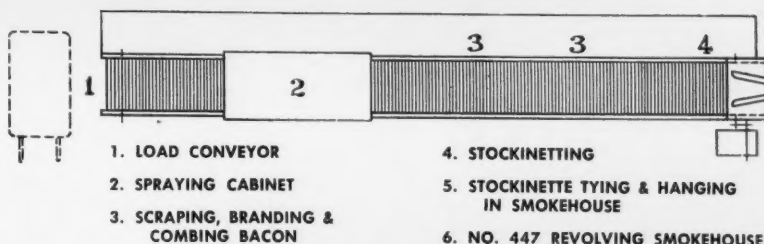
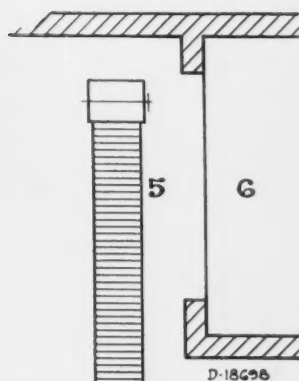
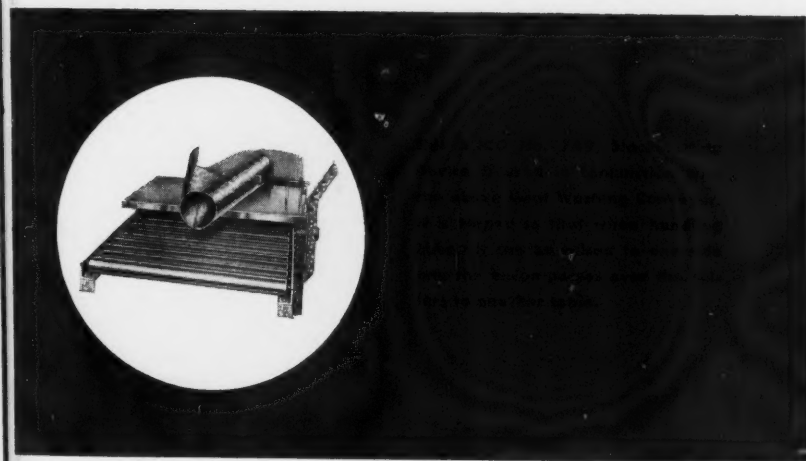


MEAT WASHER no. 646

Wash cured meat efficiently



Thoroughly and speedily washes cured hams, bacons, picnics, butts, etc., preparatory to smoking. Washing is done by sprays in the cabinet which are placed above and below the travel of the bar-flight conveyor. The conveyor is usually sufficiently long to provide for scraping, branding, stockinnetting and combing bacon. Stockinette tying can be done on another moving top table, and the product hung directly into the ANCO Revolving Smokehouse or onto meat trees.



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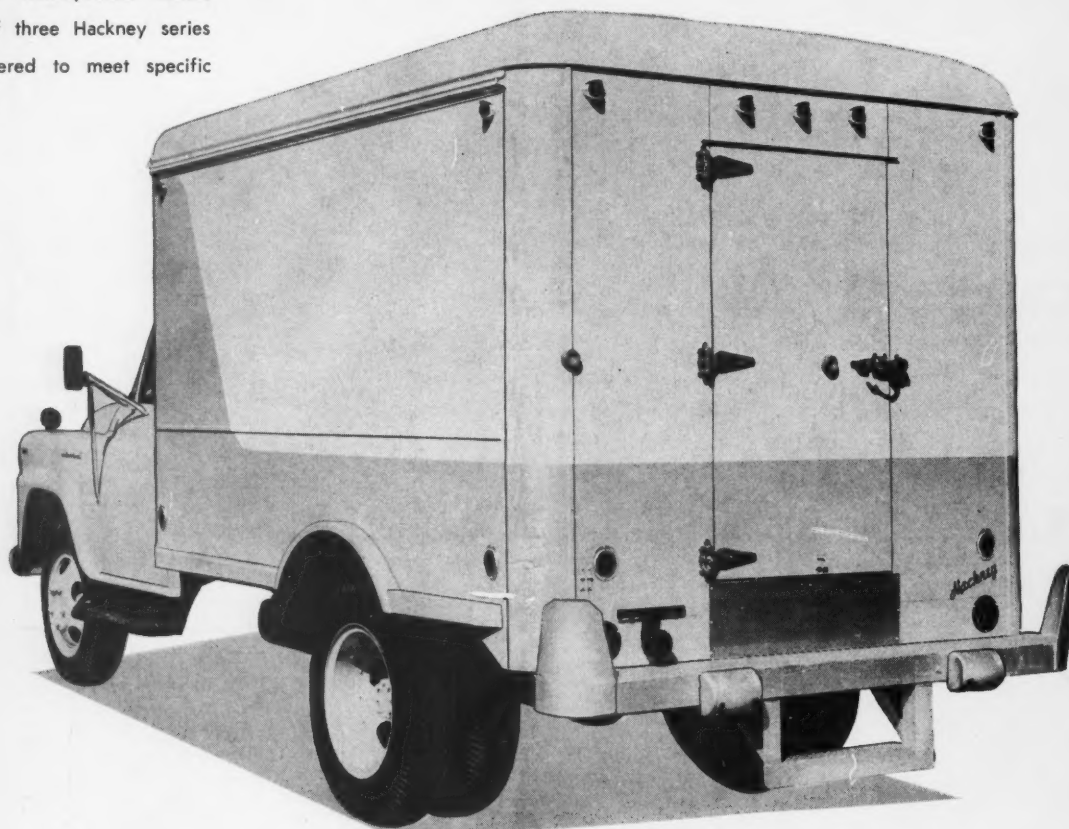
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